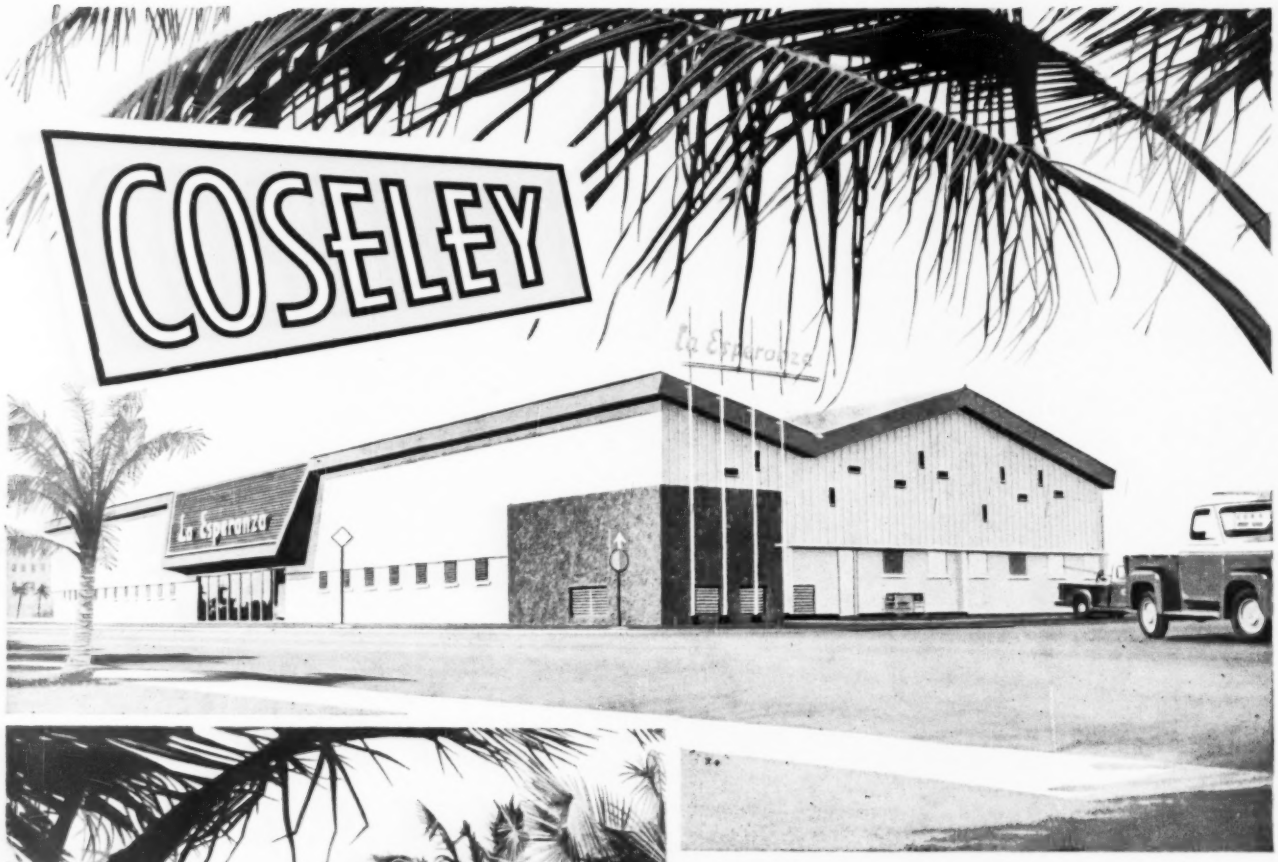
Board of Trade Journal

Volume 183, No. 3429 7 December 1962

PUBLISHED BY HER MAJESTY'S STATIONERY OFFICE

1s. 3d. net



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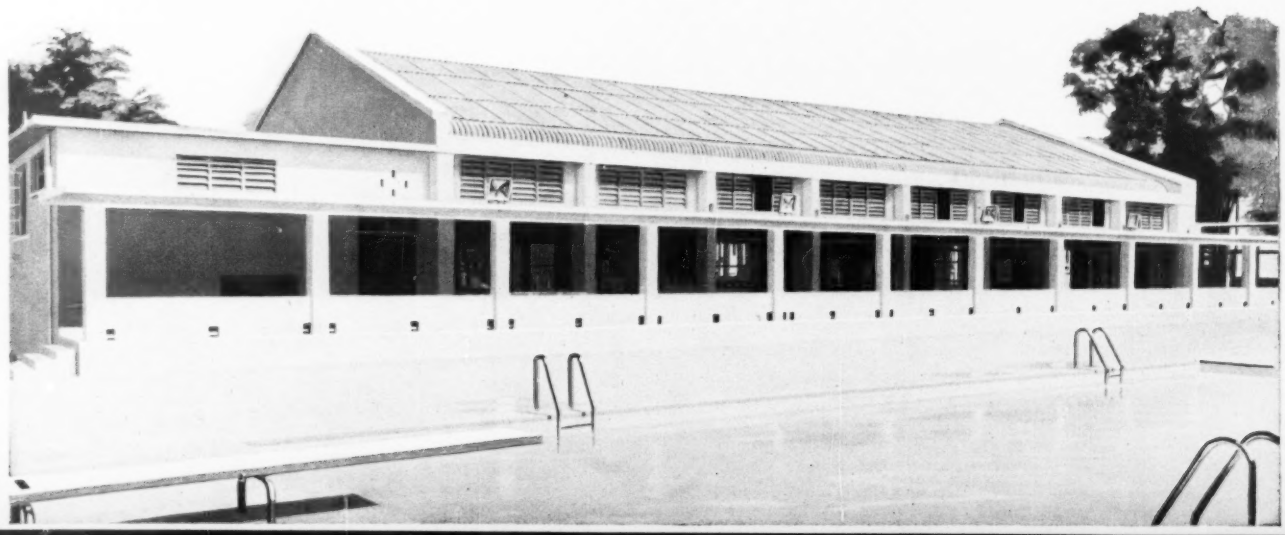

Board of Trade Journal

Volume 183, No. 3429 — 7 DECEMBER 1962 — Price 1s. 3d. net

Pages 1145-1204 — Annual Subscription including Inland Postage, £3 18s. 0d.

The Importance of Foreign Languages in Industry

by Dr. D. H. Sharp, Director (Technical), Federation of British Industries

IN GENESIS we are told that in order to punish Noah's descendants for building the tower of Babel . . . the Lord said, 'Behold, the people is one, and they have all one language; and this they begin to do: and now nothing will be restrained from them, which they have imagined to do. Go to, let us go down, and there confound their language, that they may not understand one another's speech.' (*Genesis II 6/7*).

Exact translation from one language to another, 'understanding one another's speech', is a difficult art. Most of us have been painfully aware of this from time to time. Sometimes the results are merely amusing: I had it told to me on unimpeachable authority that a young French woman delegate attending an international conference, on being asked out to dinner by two or three English representatives expressed her appreciation by saying that she 'had been feeling so abandoned'!

In the fields of industry and commerce, however, the matter is one of very great importance. Whether Great Britain goes into the Common Market or not, clearly trade with non-English speaking countries will grow, and with that growth will come the need to train more Englishmen to speak other tongues.

Recently therefore the Federation of British Industries set out to study the demand for languages within industry; and the facilities currently available for language education and training. A questionnaire was sent out to 1,000 firms which asked about the languages currently demanded by each firm, the use made of linguists, career prospects for linguists and the training facilities available. Four hundred and eighty-seven replies were received from which it was possible to deduce that the four most important languages at present were French, closely followed by German, Spanish and Italian. Russian and Portuguese also seem to be increasing in importance.

In 1961 a total of nearly 137,000 boys and girls took French at 'O' level and some 78,500 succeeded in passing. This compares with 13,600 who passed in German, and 3,800 who passed in Spanish. Only about 400 passed in Italian and some 520 in Russian. On the other hand over 48,000 pupils sat for Latin in 1961 of which some 29,000 passed. As the report points out, the predominance in French and the lack of German and Spanish in our educational system was discussed by the Carr-Saunders Special Committee on Education for Commerce as long ago as 1949. It also comments that languages taught in schools, does more for the intellectual discipline than for making the pupil a fluent linguist.

The relatively small quota of marks given at 'O' level for spoken fluency in a language is an example of this. One of the implications of the report therefore is that there should be some rethinking throughout our educational system on the value and nature of foreign language tuition. It is recommended, for example, that students in the science VIth at our Public and Grammar Schools should be encouraged to maintain a study of a foreign language and that there should be a recognized examination for them, based not only on the academic and literature aspects which form the 'A' level syllabus, but concentrating on the ability to speak, read and write the foreign language in a reasonable degree of fluency. Another implied conclusion of the report is that no one should be considered 'educated' whatever attainments have been reached in other fields, unless he or she can also write and speak fluently in at least one foreign modern language.

This, of course, involves a certain amount of rethinking and re-establishing of our attitudes in industry. The FBI working party even found there was a tendency for some applicants for positions in industry to 'play down' their linguistic attainments for fear of being considered merely as language specialists and made to spend their days translating.

Although the demand for trained linguists in industry, is growing, a very large number of firms have insufficient demand for the employment of linguists *as such*. In other words good linguistic performance is frequently better allied with other attainments for a successful career in industry. It was accordingly recommended by the working party that firms should give greater encouragement to the attainment of linguistic ability by their staff, and commercial and technical colleges are encouraged to extend provision of intensive courses to assist in attaining linguistic ability, as an additional qualification. Intensive courses are recommended advisedly since from the rather scanty information available, the

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Front Cover Photograph

The art and science of gear cutting for marine turbines has made tremendous advances during the last 50 years. Tooth form, pitch, tip clearance etc. are now so clearly controlled that it is essential for gear cutting of large wheels to be undertaken in shops which are closely temperature controlled.

An operator is seen gauging the teeth on a large double helical gear wheel at Parsons Marine Turbine Co. Ltd., Wallsend. (A member of the Richardsons Westgarth Group). In addition to making sets of gearing for marine turbines built in their own works, Parsons Marine deliver many sets each year for turbines built in other parts of the world.

normal 'night school' course does not seem able to satisfy requirements. Most technical colleges report increases in the number of adults studying modern languages, possibly mainly due to the boom in Continental holidays, but the courses are not likely to reach the standards required by industry.

The universities, of course, do not set out to produce linguists and it has been the experience of some firms that graduates in modern languages require up to two years further training within industry before they are regarded as competent linguists. University study of a modern language is academic in character and the report calls for a differently orientated study of honours degree standard for those who want to acquire a practical, rather than an academic, knowledge of foreign languages.

In order to further all these aims the report reiterated strongly the recommendation previously made by the Hayter Committee in calling for the formation of a National Institute of Languages setting the highest standardl. The difficulty in finding adequate teachers is recognized and attention is drawn to it.

It should not be concluded that the language picture in industry is uniformly gloomy. Already a good deal is being done and rapid advances are being made in the techniques of language teaching, for example, by the use of the so-called 'language laboratories' which make extensive use of tape-recording techniques. (*See following list*). Quite apart from any other consideration the F.B.I. report is a useful handbook of courses that are already available and of industrial firms that make special provision for the training of linguists.

The working party has deliberated; it has issued its report; the report has been well received. What remains now to be done is to implement the findings, and the F.B.I. in collaboration with the Institute of Linguists and other interested bodies has set out to do this. The Ministry of Education are also considering such of the recommendations as affect them. Finally, lest it be thought that the F.B.I. is good at preaching to others and not at taking its own medicine, readers may be interested to know that six senior members of its staff, including two directors, are at present undergoing an intensive 100-hour course in French. This promises to be an interesting experience.

Language Laboratories

Colleges with laboratories in operation

Holborn College of Law, Languages and Commerce, London.
City of Westminster College, London.
Ealing Technical College, Middlesex.
Maidstone Technical College, Kent.
Thurrock Technical College, Essex.
King's Lynn Technical College, Norfolk.
Lanchester College of Technology, Coventry.

Colleges where laboratories should be installed this session (1962/3)

Newcastle College of Commerce.
Hull College of Commerce.
Leeds College of Commerce.
Bristol College of Commerce.
Clarendon College of Commerce, Nottingham.
Liverpool College of Commerce.
Blackburn Technical College.
Hendon Technical College, Middlesex.
Kingston Technical College, Surrey.
Slough Technical College, Bucks.

About a dozen more colleges in various parts of the country are hoping to install a laboratory in the near future.

Some Recent Activities in the Field of Foreign Languages

BELOW ARE DETAILS of some recent activities which demonstrate the increasing attention being given to foreign languages in industry and commerce.

A symposium on 'the importance of languages in the European' context' was jointly sponsored in London last month by the Institute of Linguists and "Britain in Europe." Subjects discussed included selling abroad and the language problem; modern language teaching for the modern society; and translating, interpreting and the commercial requirement.

(*Continued on next page*)

OECD Ministerial Meeting Communique

THE communique below has been issued following the meeting of the Ministerial Council of the Organization for Economic Co-operation and Development at which the U.K. delegation was Mr. Reginald Maudling, Chancellor of the Exchequer, Mr. Frederick Erroll, President of the Board of Trade, and Mr. Edward Du Cann, Economic Secretary of the Treasury:

The Ministerial Council of the OECD meeting in Paris on November 27 and 28, 1962, under the Chairmanship of the Honourable Donald M. Fleming, of Canada, reviewed the economic prospects for its 20 Member countries in Europe and North America and the world-wide responsibilities of the OECD community. The Ministers undertook this review and surveyed progress towards the growth target they defined last year, basing themselves on comprehensive studies in the Organization.

In the United States there is unemployed labour and unutilized capacity. There is a clear need for action to stimulate demand. Production in some European countries is now growing less rapidly than last year, but no country is expecting a substantial slowing-down in the growth of production next year. The Organization will continue to keep the situation closely under review. Ministers agreed that should the need to take expansionary measures arise later on, it would be important for Member countries to act quickly and in concert.

There has been a substantial improvement in the international competitive position in the United States, in Canada, and in the United Kingdom. This will contribute increasingly to a better balance in international payments. National authorities will continue their close co-operation to moderate the remaining elements of imbalance. In particular, further efforts are needed to ensure that capital flows assist rather than impede the restoration of balance of payments equilibrium, account being taken of the situation in the various countries. It should be noted that large resources are available to deal with temporary balance of payments difficulties.

Prices and costs have been rising in Europe. The rise needs to be halted without restrictive policies which might arrest sound economic expansion. Continued economic growth without undesirable rises in costs and prices could be facilitated by adequate incomes policies and measures to secure mobility of productivity resources. A report on costs and prices will be published.

Ministers had before them a first report which will be published on some problems related to the collective target of 50 per cent. growth in real national product during the decade from 1960 to 1970, set by the Ministerial Council in 1961. While this objective is well within the physical capabilities of the Member countries, experience over the first two years of the decade points to the need for a better and fuller use of the economic resources for this purpose.

Referring to last year's communiqué, Ministers reaffirmed the special desirability of rapid growth in all Member countries in process of development and confirmed the importance which they attach to the continuation of the efforts of the Organization in this field. In this context they stressed the importance of the work to be done by the consortia established to support the development policies of Greece and Turkey.

The Ministers noted with satisfaction the conclusions of the first annual review of the aid policies of the Members of the Development Assistance Committee. They recognized the need for further concerted action to increase the volume and effectiveness of aid to developing countries and to relate it more closely to the development efforts of the benefiting countries themselves. Aid programmes should be a well-established part of the policy of every developed Member country. The Ministers noted with satisfaction the decision taken on the establishment of a Development Centre, the work of which will have to be prepared by the Organization.

In the field of trade important tasks lie ahead. If the less developed countries are to achieve a substantial improvement in their standards of living, efforts in the field of aid must be supplemented by policies designed to increase their foreign exchange earnings and provide expanding markets for their products, including manufactured articles. To this end, Ministers have recommended that Member countries, in the framework of the Organization, should work towards policies which take full account of the interdependence of trade and aid. In the light of the development of the negotiations on the enlargement of the EEC and of the perspectives opened by the United States Trade Expansion Act, the Organization will have to consider how it could best contribute to the expansion of world trade on a multilateral and non-discriminatory basis, as provided for in the Convention.

Substantial adaptations in the fields of agriculture, industry and manpower will be necessary to facilitate economic growth and the expansion of trade. In view of its general competence in economic matter, OECD can usefully help Member countries to co-operate in this task. The Ministers noted the statement published by the OECD Ministers of Agriculture. Their work will strengthen co-operation through the OECD in the fields of agricultural policy, international agriculture trade and food aid to the less-developed countries.

Recognizing the increasing importance of science and technology in their many relations with economic life, the Ministers noted the work undertaken by the Organization in this field pursuant to the Convention. They instructed the Organization to prepare a Ministerial-level meeting on co-operation with regard to scientific policy and research, to be called within the next year.

Reports Available

The reports on economic growth and on costs and prices mentioned in the above communique will be on sale at HMSO as soon as copies become available.

The report on economic growth concludes that achievement of the 50 per cent. growth target which the OECD has set up for 1970 should be well within the physical capabilities of member countries. Success will depend heavily on developments in the five largest industrialized countries – France, Germany, Italy, the United Kingdom and the United States. The growth rates which the report considers feasible for each of these countries, given the likely development of the labour force and reasonable assumptions about the improvements of productivity, would virtually assure achievement of the 50 per cent. target.

The report on costs of production and prices briefly surveys the movement of costs and prices in recent years and emphasizes that it is incomes policy, not simply wages policies, which governments are trying to develop, and discusses the relationship between changes in prices and changes in wages and other incomes. The greater part of the report, however, is devoted to the policies which individual governments are seeking to develop to influence price and income determination.

Field of Foreign Languages *(Continued)*

The 'Cambridge Institut fur Spracken' at Munich has instituted three-week German courses for British businessmen whose firms export to West Germany.

In the autumn over 60 Lancashire textile executives joined the first Common Market language training course organized by the Cotton Board in collaboration with Salford Technical College.

Cardiff College of Advanced Technology and Swansea Technical College have included in their syllabus courses designed to help those engaged in export work with some emphasis on language requirements. The Swansea course is linked with the Institute of Export.

NEDC Considers Industrial Progress

THE NATIONAL Economic Development Council met on November 29 under the Chairmanship of Mr. Reginald Maudling, Chancellor of the Exchequer. It considered the progress that has been made in the discussions with the selected industries on the four per cent. growth rate and the preparation of the end of the year report which the Council will consider at its meeting on January 24, 1963.

Total Outstanding Overdrafts of the Nationalized Industries

THE TREASURY announce that the total of the bank overdrafts at November 21, 1962, of the seven authorities to which advances may be made under Section 42 of the Finance Act 1956, as amended, was £75.2 million of which £64.6 million was from the clearing banks and £10.6 million from the Scottish banks.

Visitors to Britain Spent £298m. in 1961

OVERSEAS VISITORS spent £205m. in Britain in 1961 besides paying some £93m. to British carriers who brought them here and took them away. This was stated by Mr. Frederick Erroll, President of the Board of Trade when by declaring open the new Albany Hotel at Birmingham on December 3, he increased by 150 per cent. the number of hotel rooms with private bathrooms available in the city.

The President went on to say that there were indeed few export industries which could show such a gratifying record of steady increase: 'The credit for this must be shared between the tourist trades themselves, which provide the facilities for accommodating and entertaining these visitors, and the British Travel and Holidays Association which does such a fine job in publicizing abroad the attractions of Britain.'

He added that our hotel keepers and caterers today had done a magnificent job in making these record figures possible. 'We really do know how to cook and serve good food and as we are seeing today, we also know how to surround the traveller with every comfort and convenience he could desire. Need we be surprised therefore that Britain is now one of the leading tourist countries of the world with estimated foreign exchange earnings from tourism second only to Italy in Europe and considerably greater than those of the traditional tourist countries like Switzerland and Austria.'

Improving Transport to Europe

Lord Derwent, Minister of State, Board of Trade, outlined some of the Government's proposals for improving transport to the continent when he addressed the British Engineers' Association transport conference luncheon in London on November 27.

The Minister said that the Government were aware that some modification in U.K. transport regulations would be necessary to comply with EEC proposals but this would not be all one-sided.

Britain's Progress in Industry

SPEAKING at the annual dinner of the Institution of Production Enquiries on November 29, Mr. Harry Douglass, chairman of the British Productivity Council, and general secretary of the Iron and Steel Trades Confederation, said that we had to face the unpalatable fact that in recent years our rate of progress lagged behind that of many other countries. We had to ensure that past success did not engender apathy and complacency. The intoxication of yesterday's successes could lead to tomorrow's economic hangover. The aim of National Productivity Year was simply to focus attention on the need for management and workers to raise efficiency and lower costs, and would achieve an enormous amount if it did no more than to transfer to others the methods which had succeeded in efficient firms. But more was expected from it than that.

Business Monitor : Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Cars and Commercial Vehicles for October 1962.
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Linen for July-September 1962.
Motor Control Gear for July-September 1962.
Pesticides and Allied Products for July-September 1962.
Polishes for July-September 1962.

Bespoke Tailoring

'Bespoke Tailoring', a revised illustrated booklet in the 'Choice of Careers' series issued by the Central Youth Employment Executive, describes the work of the two main groups of craftsmen in bespoke tailoring. Copies from H.M. Stationery Office. Price 1s. 3d.

'Electricity for Productivity'

'Today, increasing productivity is essential if we are to compete successfully in export markets, raise our standard of living, and keep pace with the developments in Europe,' Mr. Richard Wood, Minister of Power, said at the 'Electricity for Productivity' conference luncheon organized by the Electrical Development Association in London on November 29.

Although this was generally accepted, the conference could play a great part by focussing attention on the importance of the efficient use of electricity, and the part electricity could play in the drive for increased productivity.

Whether or not we entered into the European Economic Community, we must maintain a rate of economic growth comparable to that of the Six. If we did not achieve this, our share of world markets would be reduced and a brake put on the improvement in our living standards. The part we could play in world affairs and the help we could give to poorer countries would be restricted.

The Minister said it was common ground that we had not done as well as we might. There were a great many reasons for this, and one of the main purposes of the National Economic Development Council was to enable us to do better. The more receptive we were to new processes, the more ready to adopt cost-reducing techniques, the more efficiently we should use our resources.

Speaking of automation, he said that the continuous running of automated plant, by reducing costs, and enabling the flexible use of skilled workers, had increased the output of man, machine and factory, and thereby greatly added to productivity. Automation was often considered to be beyond the means of small and medium-sized firms because of its cost, but he had been told by disinterested parties that this need not be so, and that it could be applied to existing methods of production at surprisingly little expense.

'Automation' conveyed to most people the idea of revolutionary changes in production methods. In National Productivity Year, its importance could not be over-emphasized.

Lord Chandos, past president of EDA, and Mr H. H. Mullens, president of BEAMA, were chairmen at the conference at which leading industrialists spoke and which had been specifically arranged in connection with the opening of National Productivity Year earlier in the month.

Britain to Hold International Automation Conference

A THREE-DAY conference on the impact of automation on workers and society generally is to be held in London beginning on December 10. This was announced simultaneously in Britain and the United States on December 3 by the American Foundation on Automation and Employment Inc. The conference will be attended by some of the leading figures in labour, industrial and scholastic fields in the United States, Great Britain and virtually every other country in Western Europe. In addition to considering automation's impact on workers, they will also consider its impact on management, the community and the economy.

A further conference is to be held in Geneva with Director-General Morse of the International Labour Organization, immediately following the London conference The London conference will be held as two separate series of meetings. The first, a conference of scholars, will be held at the London School of Economics, attended by leading educators and scholars from the United States and more than a dozen universities throughout Western Europe. The second series will be attended by labour leaders, industrialists and others who are members of the board of directors of the American foundation. Participants will also include directors of a companion English foundation, the Foundation of Automation and Employment Ltd., which was created recently and held its first formal meeting in London on November 21.

Businessman's Lawyer

'The Businessman's Lawyer and Legal Lexicon' (Ewan Mitchell), is a book of law for the Businessman designed for quick and easy reference. Copies: Business Publications Ltd., 103-119 Waterloo Road, London, S.E.1. Price 75s.

French Company Plans Factory in Britain

A NEW FRENCH-OWNED electronics factory in Northern Ireland or Scotland is part of the plan to meet a 50 per cent. increase in France's electronic equipment by 1965, said Dr. Maurice Ponte, at the official opening of C.S.F. United Kingdom Ltd., on November 29. Dr. Ponte, the distinguished French scientist, is President of the parent Compagnie Generale de Telegraphie Sans Fil, the biggest electronics group in France, with 67 subsidiaries and affiliates in 12 countries.

Dr. Ponte emphasized that the United Kingdom subsidiary had not been launched to conquer the British market. 'Our sole aim,' he said, 'is to facilitate two-way activities by purchase of British electronic, engineering and physical equipment on the one hand, and by sales to you of some of our products of more outstanding merit and novel character.'

Already C.S.F. does a great deal of business with this country. The group has been buying and selling in Britain for a long time – with the brief exception of the war years – and has exchanged technical information and co-operated with many British companies, such as English Electric, Marconi and Decca Navigator. Last year the C.S.F. group bought £700,000 worth of goods in Great Britain, an amount which will doubtless be considerably increased by the founding of the United Kingdom subsidiary.

At a reception at the Carlton Tower Hotel, in the evening, 500 people, including Mr. Frederick Erroll, the President of the Board of Trade; H. E. Amadou Bocoum, the Ivory Coast Ambassador; Mr. George Libersart, Minister Plenipotentiary at the French Embassy, and officials and executives from the Ministries and electronics industry celebrated the birth of C.S.F. United Kingdom Ltd.

Scottish Council Trade Mission to France

THE SCOTTISH Council trade mission which visited France between November 11 and 17 has been described by one authority in Paris as the best mission ever to have visited France, states the Scottish Council (Development and Industry), in a report. Led by Sir Robert Maclean, chairman of the Scottish Council's Exports Committee, the mission was a high level, hard selling one. Industrially and geographically, it was broadly representative of Scotland. Each member paid all his own expenses and there was no cost to the Scottish Council. The mission was composed entirely of managing directors and sales directors of 18 Scottish companies, engaged in the manufacture of, amongst other products, heavy and light-machine tools, non-electrical machinery for a wide variety of individual uses, agricultural machinery, and paint for both industrial and domestic purposes. In the consumer goods field, the products represented included knitwear, tweed, furniture, carpets, pottery, and sports equipment, including fishing tackle and golf clubs. One company is engaged in the distribution of both fresh and frozen fish.

The visit was split into two sections. The greater part of the first day was spent in Paris, with the entire mission engaged in briefing meetings with market experts and in discussions with officials of the Commercial Department of the British Embassy. It should be noted that an outstanding feature of the visit was the realization of the value of the services to exporters provided by H.M. commercial representatives overseas. Much of the success of the mission was due to the co-operation and assistance given before, and during, the visit by the commercial staff of the British Embassy in Paris. The staff of the British Consuls in the provincial centres also gave most valuable assistance.

In the second stage, the mission split up to pursue individual itineraries. Places visited included Boulogne, Nantes, Lyons, Lille, St. Nazaire, St. Etienne, Bordeaux, Marseilles, and La Rochelle.

The mission was organized as part of the Scottish Council's export trade promotion programme. Similar missions to other countries will follow.

Impact of Taxes and Social Service Benefits

THE November issue of 'Economic Trends', published on November 29 (H.M. Stationery Office price 5s.), contains an article by the Central Statistical Office on the Impact of Taxes and Social Service Benefits on Different Groups of Householders.

This article presents estimates for the first time of the impact of taxes, direct and indirect, and of a wide range of state benefits, whether received in cash or in kind, on groups of households of different sizes in various ranges of income in 1957 and 1959.

West German Buying Mission

A WEST GERMAN mission of retail shoe buyers concluded a concentrated visit (November 26/29) to London under the sponsorship of the Export Council for Europe and the British Footwear Manufacturers Federation, during the course of which they visited a selection of showrooms of leading manufacturers and also looked round London's shoe shops.

The visit was an exploratory one to gauge the extent to which Britain's footwear suits the requirements of the West German market in regard to quality, price and styling. A spokesman for the group said that they had been extremely impressed and frequently surprised by the footwear they had seen. There was no question as to the ability of our shoemakers to sell in Western Germany, particularly if Britain joined the Common Market. Even now with heavy duties facing them, many firms had made a good start and sales were bound to improve.

Exporting to France

A MAJOR conference on exporting to France is to be held in Paris from March 12-14, 1963, at which present difficulties facing British exporters will be clarified and opportunities and methods will be examined and discussed. The conference is being organized by the British Chamber of Commerce in Paris with the co-operation of the Export Council for Europe, the Federation of British Industries, the Chambers of Commerce and the National Association of British Manufacturers.

British exports to France are expected to reach a total of £140 million this year, an increase of 25 per cent. over 1961, which was itself an increase of 28 per cent. over 1960. The 1960 figure however represents only 4·3 per cent. of France's total imports.

Speakers, both British and French, with a knowledge of market conditions will be invited to address the conference and British delegates will be given an opportunity to meet representative French industrialists and agents so that they may see and hear for themselves. Delegates will be divided into groups by industries so that those with similar problems will have special opportunities to confer together. Subjects for discussion will include: opportunities in France, study of the market, selling and distribution methods (including agents and local branches), sales promotion and transport and packaging.

The extent of hotel accommodation available will be taken into account in determining the number of delegates.

Report of the Royal Mint for 1961

THE 92nd Annual Report of the Deputy Master and Comptroller of the Royal Mint was published on November 27. All the facts and figures of the year's output of coins, medals and seals are contained in the Report which also includes illustrations of most of the new work. The year under review was the 150th anniversary of the Mint's removal from the Tower of London after coins had been produced there for 500 years.

The Report contains a brief outline of the history of the application of decimal reckoning to coinage and of the controversy on this subject in the United Kingdom, and also records that the Mint has complied with the request of the Austrian Government that the Vienna Mint should regain its monopoly in the minting of Maria Theresa Thalers – large silver coins which are widely used for trade in the Middle East. Thalers had been struck by the Royal Mint since 1936 after Austria had given up her monopoly to Italy, and British traders had found difficulty in obtaining supplies.

836 million coins were produced in 1961, passing by 127 million the previous record of 709 million pieces in 1959. United Kingdom coinage produced totalled 298 million pieces and of the 217 million cupro-nickel coins struck, 111 million or more than half were sixpences. Pennies were minted again, the first since 1953. For the first time since the present bronze coinage started in 1860, no halfpennies were minted.

Overseas work comprised over 64 per cent. of the year's output, coins of 77 different denominations going to 25 Commonwealth and Foreign countries, including Burma, Dominica, Greece, Iceland, Jordan, Kuwait, Libya, Muscat, New Zealand, Nigeria, Uruguay and Viet Nam. The Report is published by H.M. Stationery Office, price 7s.

Import Licences For Cotton Yarn from Pakistan

IT WAS announced on December 4, 1962 that import licences will be required with effect from December 5, 1962, for cotton yarn originating in, or consigned from, Pakistan. A Notice to Importers (No. 1020) was also issued on December 4, giving details of the licensing arrangements which are being put into operation. The Open General Import Licence has been amended and copies of the Amendment (No. 4) will be available from H.M.S.O., Kingsway, London, W.C.2, and branches. A parallel change should be made to the Summary of Import Licensing Regulations (Notice to Importers No. 1000) by the deletion of "Pakistan" from the exclusion relating to yarns in the entry covering "cotton yarns, gauze and fabrics", etc. (The entry referred to was set out in full in Notice to Importers No. 1009).

A quota has been established on the basis of 1.2 million lbs. for the two years 1962/63, i.e. the issue of licences for the period to December 31, 1963, will take account of imports from January 1, 1962.

Only importers already engaged in the Pakistan cotton yarn trade may apply for licences. Applications should be made on form TIP/A (or ILB/A) and must be accompanied by certified returns of imports in the following form:-

"The quantity of cotton yarn originating in and consigned from Pakistan imported (see Note 1) or shipped (see Note 2) during the period January 1, 1961, to December 4, 1962, and paid for by me/us direct to the overseas supplier was

(a) imported in the calendar year 1961 .....lbs.

(b) imported in 1962 up to December 4 .....lbs.

(c) shipped from Pakistan, but not imported into the United Kingdom, before December 5, 1962 .....lbs.

Signed.....

Date..... Status.....

(Proprietor, partner, company director or secretary)

Note 1 For the purpose of this return the date of the importation is to be taken as the date of the Customs Entry.

Note 2 "Shipped" shall be interpreted as loaded on board ship in Pakistan (but not imported into the United Kingdom) before midnight on December 4 (Pakistan time).

The return must be certified by an independent practising accountant in the following form:

"I/We have examined the method adopted in arriving at the figures stated in the above return and am/are of the opinion that it is a reasonable one. I/We have conferred with the officials and employees concerned in the compilation of the figures and have made such tests as I/we have considered necessary. Having received such information and explanations as I/we have required, I/we report that in my/our opinion, the figures are those required.

Signature.....

Date..... Professional qualification.....

Address.....

.....

The Board of Trade will for the time being issue licences to cover yarn, placed on board ship before December 5, for shipment from Pakistan, and arriving at United Kingdom ports after the introduction of the control. Applications to the Tariff and Import Policy Division must be supported by evidence of shipment. Licences issued for this purpose will count against any allocations to importers subsequently made within the quota.

Applications and returns of imports as set out in paragraph 3 must be lodged with the Board of Trade, Tariff and Import Policy Division, Horse Guards Avenue, London, S.W.1 by **December 29, 1962,** at the latest. Applicants wishing to safeguard themselves against risk of loss of their applications in transmission should send them by registered post or by recorded delivery service.

WARNING. Applicants are reminded that any person who knowingly or recklessly makes any false statement or furnishes any document or information false in any material particular for the purpose of obtaining an import licence is liable to a fine not exceeding £500 and/or a term of imprisonment not exceeding six months. In addition, the import licence will be void from the date of issue and any goods imported under it will be liable to forfeiture under the Customs Acts.

Modified Procedure for Outward Bound Ships

THE COMMISSIONERS of Customs and Excise announce the following changes in the procedure for ships' entry and clearance outwards and in the control of ships' stores, to take place on January 1, 1963.

Ships' Entry Outwards.

Form 25 (Sale) has been revised. Since their functions are included in this new form, Forms 7 (Sale) and 10 (Sale) will no longer be required.

Ships' Clearance Outwards.

The victualling bill, Form 35 (Sale), has been revised, and the use of the clearance label and paper seal will be discontinued. The authority for the departure of the ship will be granted by the official stamping and signing of the appropriate certificate on the victualling bill. Documents issued at a subsequent port will be attached to the victualling bill issued at the first port. (Notice No. 433 specifying these revised directions may be obtained on application.)

Ships' Stores.

These will continue to be authorized in the Custom House Long Room on Form 17 (Sale).

Shipping bills for spirits, wine, tobacco and goods for ships' shops, troopship canteens and ships' slop chests must continue to be presented at the Customs House before shipment, but *shipping bills for other ships' stores will, in future, be presented to the Waterguard Officer concerned*, although the Commissioners retain the right to require pre-entry of ships' stores documents at the Long Room.

This modification of ships' stores control does not alter the requirement that shipping documents must be presented in the Long Room where this is necessary for purposes other than for the authorization of stores (e.g. in the case of beer shipped on drawback).

The new forms are now available. Superseded forms will not be accepted after December 31, 1962.

Applications for Drawback on Some Imported Materials for Export

THE BOARD OF TRADE give notice that they are considering applications for the allowance of drawback of duty on the following imported materials when used in making the export goods described:

Imported Materials	*Export Goods*
(1) Roughly shaped golf club heads of wood	Golf clubs
(2) Kraft paper and board, bleached or not bleached, whether or not in reels; Testboard and Strawpaper; Semi-chemical fluting paper	Fibreboard packing cases, corrugated or solid, exported flat.

(3) The Board also give notice that they are considering an application for the allowance of drawback of duty on the following electric plugs imported for fitting to portable electric tools for export:

Two-pole 10 amp. 250 volt plug with female earth socket and dual wiping earth contacts; for use with socket outlets with pin-type earthing contact or side earthing contacts. Diameter of plug base: 1·437 in. ±0·019 in. Exterior length of pins: 0·708 in. ±0·020 in. Distance between centres of pins: 0·748 in. ±0·008 in. Earthing contact-tube to be capable of accepting pins of between 0·169 in. and 0·208 in. in diameter.

[These plugs conform to CEE Specification 7 (Standard Sheet VII).]

Representations which interested parties may wish to make on any of these applications should be addressed, in writing to the Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than December 24, 1962.

Import Duty on Vinyl Acetate Monomer

THE BOARD OF TRADE announced on December 14, 1961, that they were considering an application for the removal of the import duty on vinyl acetate monomet. The Board now announce that the application has been rejected.

Applications for Temporary Exemption from Import Duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these scources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers, who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by December 21, 1962.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.11	4 - (4 - Hydroxy - 4 - methylpentyl) cyclohex - 3 - enaldehyde.	4 - (4 - Hydroxy - 4 - methyl-pentyl) - 3 - cyclohexene - 1 - carboxaldehyde	December 31, 1963	6051
29.15	Di-*n*-decyl phthalate	As in previous column	December 31, 1963	6032
29.29	30 - Amino - 3 : 14 : 25 - trihydroxy - 3 : 9 : 14 : 20 : 25 - penta - azatria - contane - 2 : 10 : 13 : 21 : 24 - pentaone.	1 - Amino - 6, 17 - dihydroxy - 7, 10, 18, 21 - tetraoxo - 27 (N - acetylhydroxylamino) - 6, 11, 17, 22 - tetraaza - heptaeikosan.	December 31, 1963	5791
29.29	30 - Amino - 3 : 14 : 25 - trihydroxy - 3 : 9 : 14 : 20 : 25 - penta - azatria - contane - 2 : 10 : 13 : 21 : 24 - pentaone hydrochloride.	1 - Amino - 6, 17 - dihydroxy - 7, 10, 18, 21 - tetraoxo - 27 (N - acetylhydroxylamino) - 6, 11, 17, 22 - tetraaza - heptaeikosan hydrochloride	December 31, 1963	5690
29.35	Methyl β-D-xyloside	Methyl-b-D-xylopyranoside	December 31, 1963	4211
29.35	Furazolidone	Furazolidone - 3 - (5 - Nitrofurfurylideneamino) - 2 - oxazolidone	December 31, 1963	6023
29.35	Nitrofurazone	Nitrofurazone - 5 - Nitrofuraldehyde semicarbazone.	December 31, 1963	6022
29.35	N-Vinyl carbazole	Vinyl carbazole	December 31, 1963	6033
39.02	Poly(vinyl butyral) sheet, of a thickness not greater than 0.8 millimetres and of a width not less than 35 centimetres	Polyvinyl butyral sheet	December 31, 1963	5477

Removal of Duty on Some Rare Earth Minerals and Concentrates

THE TREASURY have made the Import Duties (General) (No. 13) Order, 1962, which removes the import duty on some rare earth minerals and concentrates.

The Order came into operation on December 1, 1962, and has been published as Statutory Instruments 1962, No. 2585.

Fire Protection Directory

The 1963 edition of the 'Fire Protection Year Book and Directory' is now available. Copies: Benn Bros. Ltd., Bouverie House, Fleet St., London, E.C.4. Price 21s. (22s. 3d. by post).

Application for an Anti-dumping Duty on Lithium Carbonate

THE BOARD OF TRADE gave notice on October 5, (see *Board of Trade Journal* dated October 5, 1962, page 693) that they were considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of an anti-dumping duty on lithium carbonate from Canada. The Board of Trade have not yet completed their investigations, but in view of the fact that imports from Canada are imminent which could have the effect of forestalling their final decision, they have decided that action should be taken to guard against this possibility.

The Board of Trade have, therefore, made an Order (the Anti-Dumping Duty (No. 2) Order, 1962) imposing an anti-dumping duty of 1/- per pound on lithium carbonate imported from Canada.

The Anti-Dumping Duty (No. 2) Order, 1962, came into force on November 30, 1962. Copies of the Order (S.I. 1962, No. 2614), are available from H. M. Stationery Office, Kingsway, London, W.C.2. and branches, price 3d. (by post 5½d.). For the purpose of implementing this Order, the Commissioners of Customs and Excise, on the direction of the Board of Trade, will require proof of the origin of any lithium carbonate exported to the United Kingdom from Canada, the United States of America, the Federal Republic of Germany, Denmark, Netherlands, Belgium, France, Spain, Portugal and the Irish Republic.

Cutlery and Stainless Steel Flatware Industry (Scientific Research Levy) Order, 1962

COPIES of the Cutlery and Stainless Steel Flatware Industry (Scientific Research Levy) Order, 1962 (S.I. 1962 No. 2576) which comes into force on January 1, 1963, are now obtainable from H.M. Stationery Office, Kingsway, London, W.C.2, or through any bookseller, price 5d. each, by post 7½d.

This Order replaces with amendments the Cutlery and Stainless Steel Flatware Industry (Scientific Research Levy) Order, 1960. It continues at an increased rate the levy imposed upon the industry for the purpose of financing scientific research and raises the exemption limit. It also provides that the Cutlery and Allied Trades Research Association will replace the Cutlery Research Council as the body responsible for carrying out that research.

The Import Duty Drawbacks (No. 11) Order 1962

THE TREASURY have made the Import Duty Drawbacks (No. 11) Order, 1962, which provides for alterations in the rates of drawback of import duty payable in respect of —

(i) imported bitter oranges used in the production of specified exported marmalade or of exported bitter oranges which are prepared for use in the production of marmalade, and

(ii) imported solid insoluble quebracho extract used in the production of certain kinds of exported soluble quebracho extract.

The order came into operation on December 1, 1962 and has been published as Statutory Instruments 1962, No. 2586.

House Journal Survey

A 16 page report entitled 'British House Journals and their Editors', the result of a survey carried out by the British Association of Industrial Editors, has been published. The survey covers a sample of 385 house journal editors who are responsible for 430 publications. Copies available from the BAIE, 17 Church Road, Barnes, S.W.13. Price £1 1s.

REPRINTS OF ARTICLES

Reprints from the Board of Trade Journal, **which should be ordered within one week of publication,** *cost* £3 0*s.* 0*d. per page* (*or part*) *for* 250 *copies.* (*Larger quantities will be supplied at a charge of* 5*s.* 0*d. per page for each additional* 125 *copies*). *Orders and remittances for reprints should be addressed to the Director of Publications* (*P.*2), *H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.*1. *Cheques should be made payable to H.M. Paymaster-General. Information regarding Subscriptions, Editorial Communications and Advertising in the* Board of Trade Journal *will usually be found on the first page.*

The Economy – Selected Indicators

THE FOLLOWING table of selected indicators brings together some of the more important statistical series relating to economic activity in the United Kingdom. These statistics are already published monthly or quarterly in the *Board of Trade Journal* and in other official publications, but it is hoped that the inclusion of this table each week will provide a convenient set of the most recent figures under the respective headings. The latest statistics will not, however, be available in advance of existing programmes for the initial release of the various series.

Where possible and appropriate, the statistics are seasonally adjusted and shown in index form at constant prices. They provide broad measures of recent changes in the gross domestic product and major components of demand in the national income accounts, together with related series of production, orders, prices, unemployment and foreign trade. Too much significance should not be attached to movements shown for a single month; this applies to the unadjusted as well as the seasonally adjusted figures. A commentary on the figures will not accompany this table and, for an interpretation of the most recent trends, or for more detailed figures, the latest official publication should be referred to.

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1957 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1957	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £ m.	19,991	—	16,050	15,232	15,232	7,637	3,493	922	699	591	1,205				
1958	100	100	100	100	100	101	100	100	100	100	100	+ 99	+ 36	+14	+16
1959	103	105	106	105	104	105	107	94	114	113	109	+173	+ 73	+15	+48
1960	108	112	114	109	108	108	118	111	126	129	114	+580	+520	+38	+35
1961	110	114	121	114	109	111	127	133	121	136	121	+263	+222	+15	+ 5
1961															
2nd Quarter	110	115	121	113	109	111	127	135	121	135	124	+ 81	+ 46	+ 7	+14
3rd Quarter	111	115	121	115	109	111	131	143	129	139	125	+ 13	+ 48	—19	—24
4th Quarter	111	113	122	115	109	111	125	130	114	139	114	+ 82	+ 92	— 1	—11
1962															
1st Quarter	108	113	124	116	109	111	125	127	108	133	127	— 42	— 60	—11	+33
2nd Quarter	111	116	126	119	111	110	127	126	119	139	126	+ 25	+ 13	— 6	—11
3rd Quarter		117*				112									
1962															
April	..	114	..	..	..	110	..	..	..	..	..	..	..	..	..
May	..	116	..	..	..	111	..	..	..	..	..	..	..	..	..
June	..	117	..	..	..	110	..	..	..	..	..	..	..	..	..
July	..	116	..	..	..	110	..	..	..	..	..	..	..	..	..
August	..	117	..	..	..	113	..	..	..	..	..	..	..	..	..
September	..	118*	..	..	..	113	..	..	..	..	..	..	..	..	..
October	..		..	..	..	111	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school-leavers			Unfilled vacancies for adults			Calendar month or monthly average		
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change			
	at 1958 prices													at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956		1954	1954	Jan. 31, 1956	series shown in thousands						series shown in £ million		
Value in base year, £ m.	..	..	—		—	—	—									
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	312	265	+328
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+31	..	157	+21	..	332	278	+111
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	—96	..	212	+55	..	378	296	—301
1961	120	104*	114·5	+3·4	104·4	119·1	130·3	305	—32	..	213	+ 1	..	366	307	— 77
1961																
2nd Quarter	126	124	113·8	+3·0	105·1	119·2	129·7	282	—55	—57	241	+40	+32	362	305	— 29
3rd Quarter	124	107	115·3	+4·2	104·6	119·4	130·7	262	—20	—34	236	— 5	+ 7	358	309	+ 12
4th Quarter	120	104*	116·6	+4·3	103·4	119·6	132·3	339	+77	+49	175	—61	—32	362	304	— 2
1962																
1st Quarter	121	98*	117·7	+4·7	104·0	120·2	133·7	408	+69	+42	150	—25	— 7	367	306	+ 9
2nd Quarter	120	99*	120·2	+5·6	103·3	120·3	135·6	387	—21	—57	172	+22	+32	369	319	+ 37
3rd Quarter	119*	92*	119·7	+3·8	102·2*	120·8*	137·3	390	+ 3	—34	156	—16	+ 7	384	320	
1962																
April	121	98*	119·7	+5·6	103·8	120·2	135·3	403	— 5	—21	159	+ 9	+13	359	314	..
May	121	100*	120·1	+5·7	103·4	120·3	135·7	389	—14	—22	178	+19	+ 8	379	316	..
June	120	99*	120·9	+5·5	102·6	120·5	135·9	368	—21	—33	179	+ 1	+12	369	328	..
July	118*	95*	120·4	+5·1	102·6	120·6	137·0	371	+ 3	—15	167	—12	+ 4	390	327	..
August	119*	93*	119·4	+3·2	102·0*	120·8*	137·3	392	+21	+ 9	154	—13	— 8	387	309	..
September	119*	92*	119·3	+3·3	101·9*	121·0*	137·5	407	+15	+13	147	— 7	— 8	376	325	..
October			119·1	+2·9	102·1*	121·0*	137·6	456	+49	+26	131	—16	—11	393	336	..
November								407	+41	+18	118	—13	—14			

† NOT seasonally adjusted. * Provisional.

Income and Finance of Quoted Companies in 1961

For each year from 1954 to 1960, the accounts of companies which are engaged in manufacturing and distribution in the United Kingdom and whose shares are quoted on a stock exchange have been analysed by the Board of Trade and the analysis has been published annually in* Economic Trends*. *Changes are being made in the scope and presentation of these figures and they will henceforth be published at quarterly intervals during the year in the* Board of Trade Journal. *The following article presents provisional figures of the income and finance of quoted companies in 1961 and describes the new basis on which the figures are compiled.

THE METHODS USED by the Board of Trade (and previously by the National Institute of Economic and Social Research) to present statistics of company finance have hitherto included three features which have been changed in the statistics published with the present article. First, the analysis included the accounts of all quoted companies (together with a few large unquoted companies) engaged in manufacturing and distribution in the United Kingdom, the number of which varied from 2,900 in 1952 to 2,600 in 1960. In future, the analysis will exclude about 400 small companies with net assets of less than £0·5 million and an annual income below £50,000; the few unquoted companies will also be excluded. Secondly, in each annual article, figures have been presented for 'comparable sets of companies' for the latest year and for the previous year; each 'pair of years' was not strictly comparable with other 'pairs of years'. In future, the figures will trace the financial development of a fixed population of companies. Thirdly, the analysis was published once a year when the Board of Trade had received annual accounts from all of the quoted companies. Under the new scheme, accounts will be analysed as they are received and the results will be published four times during the year to give earlier indications of the eventual pattern of development of company finance.

The trend of company finance, 1960 and 1961

The tables accompanying this article have been compiled on the new basis and they provide, for 1960 and 1961, an account showing the appropriation of the income of the quoted companies, a consolidated balance sheet, and a statement of the sources and uses of capital funds of the companies in 1960 and 1961; separate sub-totals are given for quoted companies in manufacturing industry.

The trend of finance of the quoted companies was in line with the experience of the company sector as a whole. Trading profits fell by 3 per cent. between 1960 and 1961; taking into account a rise in investment and other income of about 11 per cent., total income of the quoted companies fell by about £100 million. Tax appropriations were lower by nearly £40 million – although current tax provisions in balance sheets rose by nearly £70 million, reflecting the lag between movements in profits and movements in tax payments; in 1960, tax appropriations were high as a result both of the increase in profits up to the beginning of 1960 and of the increase in the rate of profits tax in the 1960 budget. Depreciation provisions again increased by around 10 per cent. On balance, disposable income for the quoted companies was about £80 million lower than in 1960 and since dividend and interest payments continued to rise, the balance retained in reserves fell to about £460 million, the lowest level since 1957/58.

Comparing 1961 with 1960, increases in fixed capital formation and in expenditure on acquiring subsidiaries were roughly offset by a fall in expenditure on stock building. Additions to stocks in 1961 amounted to £286 million, about half the 1960 rate of stock building. This lower rate was accompanied by a slower growth of trade and other credit and the amount of additional finance required for stock building and new net trade and other credit (that is, additional credit granted less credit received) was about £330 million in 1961, compared with £650 million in 1960. But expenditure on acquiring subsidiaries amounted to some £320 million, slightly more than in 1960, and fixed capital expenditure to £1,340 million, an increase of about £220 million. Thus, in total, expenditure on additions to stocks (including credit given and received), fixed assets, and acquisitions of other companies amounted to about £1,990 million in 1961 compared with £2,090 million in 1960.

The sources and uses of capital funds account provides information about the financial background to these changes. Of the total expenditure of £1,990 million in 1961 (£2,090 million in 1960), companies themselves provided about £970 million (£1,120 million in 1960) from their income for the year; the sharp fall in the amount retained in reserves and a reduction in future tax reserves between the two years were offset to some extent by increased depreciation provisions. Hence, leaving aside trade credit, the quoted companies depended on resources other than their profits for the year for about £1,030 million in 1961, about £60 million more than in 1960. Of this total of £1,030 million the banks provided £170 million, nearly £40 million more than in 1960, while the capital market provided about £580 million, an increase of £140 million. A noticeable feature here was the sharp rise in new long-term loan capital as a source of funds; at £96 million in 1961 it was over four times higher than in 1960 and higher than in any year since 1957. The other main sources of finance were the running down of cash and marketable securities to the extent of about £100 million, and an increase in the amount owing by way of tax and dividend accruals (over £60 million). The position is summarized in the following table:

Uses and sources of capital funds of quoted companies, 1960 and 1961

	£ million 1960	1961
Uses of funds		
Increase in value of stocks	579	286
Increase in net trade and other credit	73	44
Expenditure on fixed assets	1,118	1,340
Expenditure on acquiring subsidiaries	315	322
Total	2,085	1,992
Sources of funds		
Depreciation provisions, balance retained in reserves etc.	1,123	966
Increase in amount owing to banks	134	170
Additions to tax and dividend accruals	123	64
Receipts from issues of capital	445	583
Fall in holdings of cash and marketable securities etc.	93	112
Other items and adjustments (a)	167	97
Total	2,085	1,992

(a) The main item here is a 'consolidation adjustment' of £134 million in 1960 and £83 million in 1961. This item represents that part of expenditure on acquiring subsidiaries which cannot, through lack of information, be related to changes in the values of assets shown in the acquiring company's balance sheet. Expenditure on stocks and fixed assets and changes in other balance sheet items are overstated to a like extent.

Analysis excludes small companies

An analysis of companies by size shows that there is a high degree of concentration, both of assets and of income.† For example, the 100 largest companies (each of which had net assets in excess of £25 million) accounted for 54 per cent. of total assets of the 2,618 companies at the end of 1960, and the 1,909 companies with net assets of £0·5 million or more accounted for 98 per cent. of total net assets in 1960. It is apparent, therefore, that reliable estimates of assets (and of income) could be obtained by analysing the accounts of all the very large companies and of samples of companies in the smaller size ranges. However, sampling procedures of this nature are not satisfactory for obtaining estimates of the changes which occur from one period to the next in the finances of companies. First, there is evidence of great variability among companies in year to year changes in the amount of bank and trade credit granted and received and in other aspects of the sources and uses of capital funds, statistics of which are included in the analysis. Hence estimates based on grossing up the results of a sample of companies selected by size of assets (or income) could give misleading results. These difficulties may be illustrated from the

(*Continued on next page*)

*The last article in the series, published in *Economic Trends* for April 1962, presented a continuous series of figures for the years 1949 to 1960 by combining those computed by the Board of Trade for 1954 onwards with those prepared by the National Institute of Economic and Social Research for the period 1949 to 1953 which were published in 'Company Income and Finance, 1949-53' (N.I.E.S.R.)

Accounts of Companies (*Continued*)

figures now published. The 2,618 quoted companies whose accounts for 1960 were previously analysed had net assets amounting to £13,500 million in that year, while during 1960 their bank borrowing increased by £169 million. Figures in the tables accompanying this article show that the net assets in 1960 of the 2,037 companies now included in the analysis amounted to £12,700 million or 94 per cent. of the total for all quoted companies; but their bank borrowing in 1960 increased by £134 million, or only 79 per cent. of the total increase for all quoted companies. Secondly, the Board of Trade prepares separate figures for each of 22 industry groups, and errors (arising from a sampling scheme) in these sub-totals could be considerable. On these grounds, it has been decided not to use sampling procedures to obtain estimates for the quoted companies in total. But since small companies account for only 1 or 2 per cent. of the assets and the income of quoted companies, the accounts of about 400 very small companies are not analysed under the new scheme. The companies included in the new scheme – broadly, companies with net assets of £0·5 million or more or income of £50,000 or more in 1960 – number about 2,200 and they account for over 95 per cent. of total assets and income of the quoted companies. Thus the figures will give a valid picture of the trend of assets and profits of the quoted company field as a whole, but some of the smaller aggregates like bank credit will be subject to wider margins of error.

†For a list of nearly 2,000 companies with assets of £0·5 million or more at the end of 1960, and an analysis of the distribution of companies by size, of assets, income, etc. see *Company Assets, Income and Finance in* 1960, published for the Board of Trade by H.M. Stationery Office, price 10s.; the analysis was discussed in an article in the *Board of Trade Journal* on November 30, 1962.

Estimating long-term trends in company finance

Because of the changes which take place year by year in the population of quoted companies, it is necessary to define very carefully the significance of year to year changes in the statistics of company finance. For instance the movement of total profits of all quoted companies between two years would reflect not only changing trading conditions but also the addition to trading profits due to the companies which were first granted quotations during the year. Hitherto, each annual article presented figures for 'comparable sets of companies' for the latest year and for the previous year; that is, the effect of changes in the number of companies between the beginning of one year and the end of the next (which arise because new companies obtain quotations, existing companies amalgamate or go into liquidation, etc.) was eliminated, by omitting from the figures for the earlier year companies which were liquidated during the later year and, equally, omitting from the later year companies newly granted quotations in that year. This method, however, suffers from the drawback that to study the trend of company finance over a period of more than two years it is necessary to link together figures for pairs of years; and there are various possible methods of linking, each of which gives different results. To avoid this difficulty in future, the analysis will be confined to a fixed population of companies – the companies with net assets of £0·5 million or more or income of £50,000 or more whose shares were quoted on a United Kingdom stock exchange at the end of 1960. If companies within the population thus defined amalgamate, their place in the analysis will be taken by the new company thus formed; but if a company is newly granted a stock exchange quotation in the future it will not be included in the analysis until the base year is changed from 1960 to, perhaps, 1965. It should also be mentioned that a small number of unquoted companies which, because of their importance, have been included in the quoted company analysis hitherto, will no longer be included in the present series. The Board of Trade is however examining the possibilities of extending the analysis to include a wider range of unquoted companies.

Figures to be published four times a year

Tables 1-3 present provisional results for the year 1961 with comparable figures for 1960 based on accounts received by the Board of Trade up to September 1962; accounts are still awaited for a further 170 companies which fall within the field and final results for 1960 and 1961 will be published when these accounts are received. Accounts for the 'year' 1962 – that is accounts for companies' years ending between April 6, 1962, and April 5, 1963 – will be analysed as they are received and the results aggregated and published at quarterly intervals. A typical company publishes its accounts some five months after the end of the period to which they relate, but some companies

Quoted Companies – Appropriation of Income (a)

TABLE 1 £ thousand

	Manufacturing and Distribution		Manufacturing Industries	
	1960	1961	1960	1961
Number of companies (b)	2,037	1,974	1,559	1,508
Trading profit (before depreciation and other provisions)	2,314,537	2,236,457	1,936,700	1,839,099
Less provision for depreciation	490,508	544,145	421,581	466,933
Less other provisions	21,072	20,495	15,021	14,401
Trading profit	1,802,957	1,671,817	1,500,098	1,357,765
Plus income from investments	100,193	110,631	83,383	91,516
Plus other income	9,184	13,061	8,110	12,444
Less interest on long-term liabilities	66,948	73,374	58,809	64,618
Net income (before taxation)	1,845,386	1,722,135	1,532,782	1,397,107
Less taxation	866,882	827,482	716,180	665,955
Net income (after taxation)	978,504	894,653	816,602	731,152
Plus prior year adjustments:				
Tax	25,064	28,786	18,568	22,405
Other	6,695	5,185	6,534	5,104
Disposable income	1,010,263	928,624	841,704	758,661
Less dividends (net):				
Ordinary	395,727	409,349	319,740	328,186
Preference, etc.	33,757	32,923	27,732	26,795
Less share due to minority interest	27,565	25,430	22,674	20,781
Balance retained in reserves	553,214	460,912	471,558	382,889

(a) Provisional figures.
(b) The 1960 figures include companies which were independent in that year but which were acquired in 1961 by another company in the population.

Quoted Companies – Balance Sheet Summary (a)

TABLE 2 £ thousand

	Manufacturing and Distribution		Manufacturing Industries	
Balance sheet at end of year	1960	1961	1960	1961
Fixed assets:				
Tangible fixed assets, net	6,839,759	7,627,517	5,667,146	6,332,937
Goodwill, etc.	343,066	426,719	268,317	339,201
Trade investments	490,606	567,442	405,087	476,782
Investments in unconsolidated subsidiaries	58,059	41,913	53,513	37,270
Total fixed assets	7,731,490	8,663,591	6,394,063	7,186,090
Current assets:				
Stocks and work-in-progress	4,507,422	4,797,376	3,892,340	4,132,851
Trade debtors	3,376,667	3,509,698	2,644,638	2,838,650
Other debtors	44,474	23,157	30,945	16,926
Marketable securities	589,038	568,138	511,990	489,105
Tax reserve certificates	207,590	193,146	177,182	163,680
Cash	642,867	596,117	506,416	463,558
Total current assets	9,268,058	9,687,632	7,763,511	8,104,770
Less Current liabilities:				
Bank overdraft and loans	640,014	806,419	490,109	636,646
Trade creditors	2,418,426	2,584,799	1,911,434	2,031,061
Other creditors	102,896	99,874	74,338	75,285
Dividends and interest due	291,120	292,928	233,927	232,576
Current taxation	753,254	821,453	630,814	684,403
Provisions	122,332	126,216	92,246	94,211
Total current liabilities	4,328,122	4,731,689	7,763,511	8,104,770
Net current assets	4,939,936	4,955,943	4,330,643	4,350,588
Total net assets	12,671,426	13,619,534	10,724,706	11,536,678
Less future tax reserves	643,388	580,051	531,294	464,226
Less long-term loans	1,346,463	1,497,867	1,191,982	1,330,638
Less minority interest in subsidiaries	420,274	415,221	333,814	331,882
Shareholders' interest in total net assets	10,261,301	11,126,395	8,667,616	9,409,932
Represented by:				
Issued share capital:				
Ordinary shares	3,901,964	4,258,911	3,336,956	3,637,066
Preference, etc., shares	912,748	917,418	742,583	743,762
Capital and revenue reserves	5,446,589	5,950,066	4,588,077	5,029,104
Contracts for capital expenditure not provided for	660,760	674,307	589,064	597,843
Accumulated depreciation on fixed assets	3,272,798	3,651,109	2,836,036	3,169,374

(a) Provisional figures.

Accounts of Companies (*Continued*)

Quoted Companies – Sources and Uses of Capital Funds during Year [a]

TABLE 3 £ thousand

	Manufacturing and Distribution		Manufacturing Industries	
	1960	1961	1960	1961
Sources of funds:				
Receipts from issues of:				
long-term loans	21,172	95,976	4,337	83,649
ordinary shares	398,759	471,837	342,380	428,484
preference, etc., shares	25,106	15,568	20,988	13,371
Total loan and share capital issued	445,037	583,381	367,705	525,504
Increase in amount owing to:				
banks	134,301	169,894	116,597	151,126
trade creditors	294,148	171,770	240,447	123,333
other creditors	21,756	365	18,162	4,221
Addition to accruals:				
tax	91,026	61,833	79,637	46,672
dividends and interest	32,432	1,672	26,940	—1,532
Total increase in credit received	573,663	405,534	481,783	323,820
Balance retained in reserves	553,214	460,912	471,558	382,889
Provisions out of income for depreciation, etc.	511,580	564,640	436,602	481,334
Additions to future tax reserves	58,049	—59,328	50,058	—62,818
Total addition to reserves and provisions	1,122,843	966,224	958,218	801,405
Increase in liability to minority shareholders	—232	3,302	2,142	8,418
Surplus on disposal of fixed assets	60,446	54,268	46,908	39,777
Other receipts on capital account	7,200	5,493	5,190	3,333
Total of other sources	67,414	63,063	54,240	51,528
Total sources of funds	2,208,957	2,018,209	1,861,946	1,702,264
Uses of funds:				
Expenditure on:				
tangible fixed assets	1,012,552	1,246,382	860,584	1,052,961
goodwill and other intangibles	30,861	15,046	16,728	5,634
trade investments	74,398	78,657	67,446	73,453
Total expenditure on fixed assets	1,117,811	1,340,085	944,758	1,132,048
Increase in value of:				
stocks	579,242	285,925	513,266	235,743
trade debtors	372,179	238,262	295,101	197,809
other debtors	17,056	—22,483	6,511	—15,066
Total increase in stocks and debtors	968,477	501,704	814,878	418,486
Expenditure out of provisions	16,982	21,375	13,442	16,266
Other expenditure on capital account	15,553	20,626	12,350	17,656
Expenditure on acquisition of subsidiaries	314,604	322,036	283,223	285,539
Adjustments due to consolidation	—133,746	—82,804	—117,204	—65,569
Total of other uses	213,399	281,233	191,811	253,892
Total uses of funds	2,299,687	2,123,022	1,951,447	1,804,426
Balance represented by:				
Increase in holdings of:				
marketable securities	27,656	—49,187	—27,700	—48,610
tax reserve certificates	—491	—15,197	961	—14,504
cash	—65,269	—47,622	—65,238	—45,390
Residual and other adjustments	2,686	7,193	2,476	6,342
Total balancing items	—90,730	—104,813	—89,501	—102,162

(a) Provisional figures.

publish more quickly and others may take considerably longer. It is hoped to publish the first results for 1962, represented by accounts received by the Board of Trade up to December 1962, in the *Board of Trade Journal* in February 1963 – by the end of November 1962 the Board of Trade had received 260 accounts for 1962. It must be emphasized that the figures will not be 'quarterly' in the sense of representing experience during a quarter; a company's accounts relate to a year's experience and the 'average' period reflected in an aggregation of company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a later quarter will tend to represent annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal pattern in industrial accounting dates – the breweries and steel companies have autumn accounting dates for instance – comparisons between figures published in successive quarters will reflect these seasonal factors as well as the underlying 'annual' trend of company finance which is centred in the figures derived from the accounts received during the quarter. Detailed figures for each of 22 industry groups will be published as they become available from quarter to quarter in the Ministry of Labour's *Statistics on Incomes, Prices, Employment and Production*. The December issue of this publication contains an analysis of accounts for the year 1961 received by the Board of Trade up to June 1962.

Notes and Definitions

The companies included are those with assets of £0·5 million or more or income of £50,000 or more, whose shares were quoted on a United Kingdom stock exchange at the end of 1960 and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property and those operating wholly or mainly overseas are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheets and profit and loss accounts of subsidiary companies within each group. The statistics are not therefore confined to activities in the United Kingdom since over one-quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1960 figures include companies which were independent in that year but which were acquired in 1961 by another company in the population. The figures relate to companies' accounting years finishing between April 6 of the year shown and April 5 of the following year. The accounting years of companies end on different dates throughout the year but about 40 per cent. of quoted companies have accounting periods ending in the fourth quarter of the calendar year and about 30 per cent. end in the first quarter.

Patents Endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	November 6, 1962	
806,373	Ford Motor Co. Ltd. and Anr.	Thrust washers and crankshaft bearings incorporating these.
820,686	Ford Motor Co. Ltd.	Fertilizer spreaders.
891,336	Bailey, F. T. (Jnr.)	Production of polytetrafluoroethylene articles by dry powder ram extrusion.
	November 8, 1962	
813,541	Nobel Bozel formerly known as Bozel-Maletra Societe Industrielle de Produits Chimiques.	Preparation of glyoxalated compounds of starch.
819,826	Wassermann, A.	Synthetic reactions.
850,436	OREC	Cosmetic products.
	November 9, 1962	
829,741	Van Der Heem N.V.	Method and device for measuring small distances.
	November 13, 1962	
840,029	Antonio Nova and ors. trading as Nova Antonio.	Process for manufacturing rubber-soled shoes and the like.
	November 14, 1962	
842,829	Chemische Werke Witten G.m.b.H.	Quaternary amide-zinc pentachlorophenolate salts.
	November 15, 1962	
895,483	Thomas Meldrum Ltd.	Key for box spanners.
899,872	Peglers Ltd.,	Fluid control valves.
	November 16, 1962	
817,149	Phenolchemie G.m.b.H.	Purification of acetone.
878,065	Phenolchemie G.m.b.H. Patent of Addition to 817,149	Purification of acetone.
892,640	Binney & Smith Inc.	Reclosable plastic bubble package.
	November 22, 1962	
845,599	Washington Box Ltd.	Packaging of fragile articles.
855,718	Chemische Werke Witten G.m.b.H.	Impregnating compositions.
901,842	Simon-Carves Ltd.	Supporting arrangements.
	November 23, 1962	
816,051	Regie Nationale des Usines Renault	Process for preparing a gas suitable for the case hardening of steel.
830,911	Regie Nationale des Usines Renault.	Packings or springs of resilient material.
837,897	Regie Nationale des Usines Renault.	Fluid flow control valves.
839,642	Regie Nationale des Usines Renault.	Fluid controlling valves and resilient valve obturates therefor.
857,611	Regie Nationale des Usines Renault.	Resilient devices.
872,327	Regie Nationale des Usines Renault.	Torsion spring devices.
875,510	Regie Nationale des Usines Renault.	Device for use in an air supply line.
898,848	Boulton Paul Aircraft Ltd.	Recording apparatus.
899,514	Boulton Paul Aircraft Ltd.	Fluid pressure operated actuators.
900,549	Boulton Paul Aircraft Ltd.	Electro-mechanical transducers.
	November 27, 1962	
898,465	Regie Nationale des Usines Renault.	Atmospheres for the heat treatment of metals.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

The Patent Office.

GORDON GRANT,
Comptroller-General.

Overseas Sterling Area Trade Summary

Overseas Sterling Area Trade in the First Half of 1962

TOTAL EXPORTS from overseas sterling countries (excluding exports of Middle East oil) which, after allowing for seasonal factors, had been falling in the final quarter of 1961 and the first quarter of 1962, recovered in the second quarter of this year when they were about 5 per cent. above the first quarter level. Total imports, after remaining at a low level between the third quarter of last year and the first quarter of 1962, were about 2 per cent. higher in the second quarter of this year, after allowing for seasonal factors, than in the first three months. Information so far available about overseas sterling countries' trade in the third quarter of this year suggests that exports are unlikely to have shown much change but imports have probably risen again.

Exports from Overseas Sterling Countries

In the first six months of this year aggregate exports from overseas sterling countries were 4 per cent. greater than a year earlier. This rise was due entirely to an increase in the value of exports to non-sterling countries which rose by 9 per cent.; exports from overseas sterling countries to each other were unchanged and exports to the United Kingdom fell by 1 per cent. Among the various non-sterling markets, exports to North America were 12 per cent. more than a year earlier, to the members of the European Economic Community 11 per cent. more and to the Soviet Union and Eastern European countries almost one-third more. The increase in exports was widely spread over the major commodities with the exception of non-wool textiles. About one quarter of the increase was contributed by raw wool, cocoa and fruit.

Most of the major overseas sterling countries shared in the rise in exports compared with the first half of 1961. Exports from Australia, New Zealand and South Africa increased by about 5 per cent. The value of exports from Hong Kong rose by 12 per cent., largely because of an increase of 60 per cent. in shipments to the United States. Increased shipments of rubber and tin were mainly responsible for a 10 per cent. rise in the value of exports from the Federation of Malaya. Exports from Ghana, which were 9 per cent. higher than a year earlier, benefited from increased sales of cocoa in the early months of the year and larger shipments of cocoa also contributed to the increase of 7 per cent. in the value of Nigeria's exports. The group of Mediterranean territories (Cyprus, Gibraltar and Malta) recorded an increase of 16 per cent. in their exports and this was due largely to a very substantial rise in the value of exports of fruit and vegetables in the second quarter, particularly to the United Kingdom.

Table A

Overseas Sterling Countries' Trade by Direction

(PERCENTAGE CHANGE BETWEEN JANUARY-JUNE 1961 AND JANUARY-JUNE 1962)

	Sterling Area		Non-Sterling Area				
	United Kingdom	Overseas Sterling Area	North America	E.E.C.	Other Countries	Total	All Countries
Exports	— 1	—	+12	+11	+ 6	+ 9	+ 4
Imports	—12	— 3	— 8	— 8	+ 4	— 2	— 5

Exports from Pakistan and the East African countries were in each case 7 per cent. lower than a year earlier. In the case of Pakistan there was a reduction in the value of exports of jute and jute goods and East Africa's exports were affected by smaller earnings from exports of cotton, sisal and coffee. Exports from the Irish Republic to European countries were substantially lower than in the first six months of 1961 and total exports fell by 4 per cent. India's exports were 1 per cent. lower.

Imports into Overseas Sterling Countries

Aggregate imports into overseas sterling countries in the first half of 1962 were 5 per cent. lower in value than a year earlier. Imports from the United Kingdom fell by 12 per cent. and overseas sterling countries' imports from each other were 3 per cent. lower – a slightly greater fall than the 2 per cent. reduction in imports from non-sterling countries. Imports from North America and from the European Economic Community were 8 per cent. lower in each case but imports from the group of 'other non-sterling' countries were 4 per cent. higher.

Although total imports by overseas sterling countries were lower than a year earlier, the experience of individual countries in the first half of 1962 varied considerably and not all countries recorded falls. Some countries were restricting imports and substantial falls were recorded by New Zealand, Ghana, Nigeria, Australia, India and South Africa, although Australia's imports were rising during the period.

Table B

Overseas Sterling Countries' Imports from Industrial Countries

(JANUARY-JUNE 1962 COMPARED WITH JANUARY-JUNE 1961)

Imports from / Imports into		United Kingdom	Germany	E.E.C. including Germany	North America	Japan	Total Industrial Countries	Total Imports
Australia:								
(a) January-June 1961	£m.	133·1	26·5	48·9	104·1	21·2	326·4	418·4
(b) January-June 1962	£m.	114·7	23·4	42·7	93·0	21·6	230·5	377·4
(c) Percentage change between January-June 1961 and January - June 1962.		—14	—12	—13	—11	+ 2	—11	—10
India:								
(a)	£m.	81·2	48·7	74·2	123·6	29·3	321·1	419·7
(b)	£m.	68·7	38·9	60·2	93·8	19·5	253·3	380·6
(c)	%	—15	—20	—19	—24	—33	—21	—19
Pakistan:								
(a)	£m.	22·6	10·0	23·1	31·1	9·3	89·4	118·1
(b)	£m.	24·5	11·8	20·0	45·6	9·1	102·5	122·0
(c)	%	+ 9	+18	—13	+46	— 2	+15	+ 3
South Africa:								
(a)	£m.	80·8	28·6	54·5	58·7	10·5	218·1	274·6
(b)	£m.	73·7	25·8	50·1	49·3	9·9	195·3	249·6
(c)	%	— 9	—10	— 8	—16	— 6	—10	— 9
Overseas Sterling Area:								
(a)	£m.	778·6	183·3	391·3	491·7	185·2	1,947·7	2,807·1
(b)	£m.	688·9	164·9	360·8	450·9	176·0	1,776·9	2,665·6
(c)	%	—12	—10	— 8	— 8	— 5	— 9	— 5

New Zealand and Ghana showed falls in imports of about a quarter compared with a year earlier and imports into Nigeria were down by 15 per cent. Imports into Australia, India, South Africa and the Federation of Rhodesia and Nyasaland were from 7 to 10 per cent. less.

Imports into the Federation of Malaya were 18 per cent. higher than a year earlier, reflecting a doubling in the value of imports from North America and Hong Kong's imports rose by 11 per cent. In each case, however, there was a much smaller percentage increase in the second quarter of this year than in the first quarter. Other countries with small increases in imports were Trinidad and Tobago, Pakistan, Jamaica, Singapore, and the East African countries. Imports into the Irish Republic and Ceylon were unchanged; in the latter case there was a rise of 16 per cent. in imports in the second quarter compared with a year earlier with an equivalent fall in the first quarter.

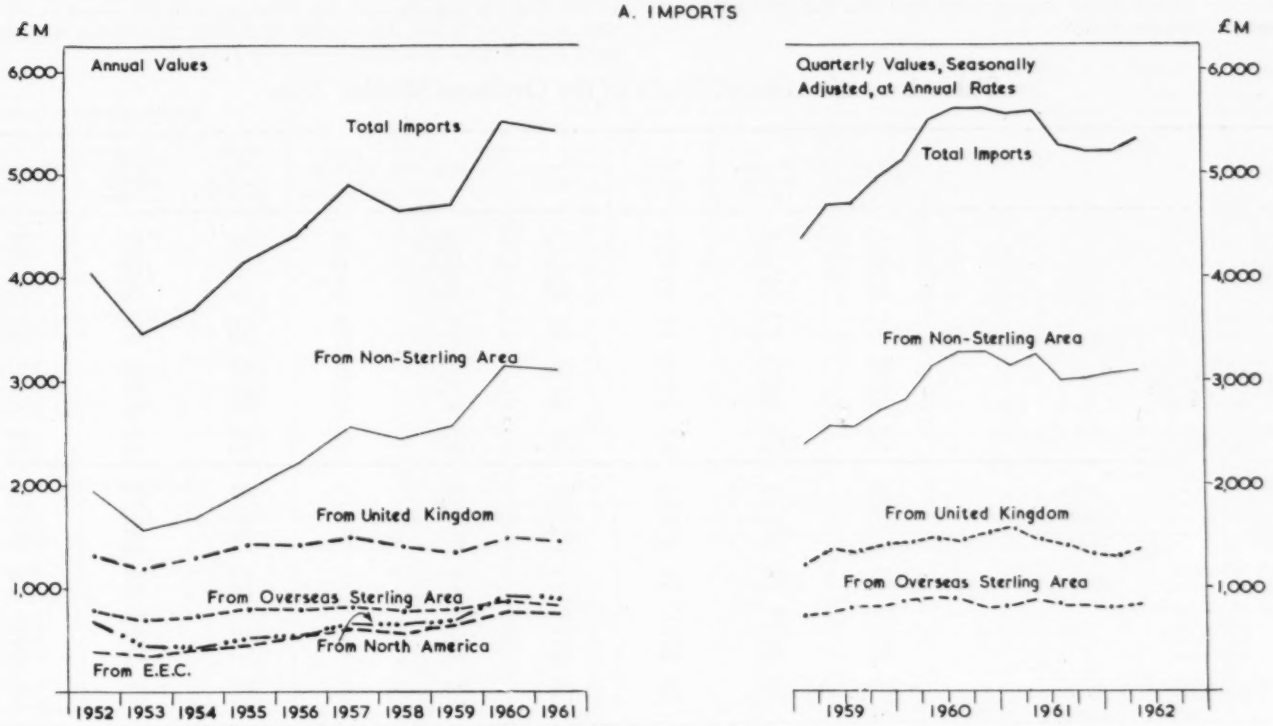
Imports from Industrial Countries

In the first half of this year imports from industrial countries were 9 per cent. less (nearly twice the reduction in total imports) compared with a year earlier. All the main supplying countries were affected. Imports from the United Kingdom fell by 12 per cent., those from Western Germany were 10 per cent. less and from the European Economic Community countries as a whole and from North America were 8 per cent. less in each case. Imports from Japan were 5 per cent. less than a year earlier. India's imports from industrial countries were about one fifth lower than a year earlier and her purchases from Japan fell by one third. Pakistan, however, increased her imports from

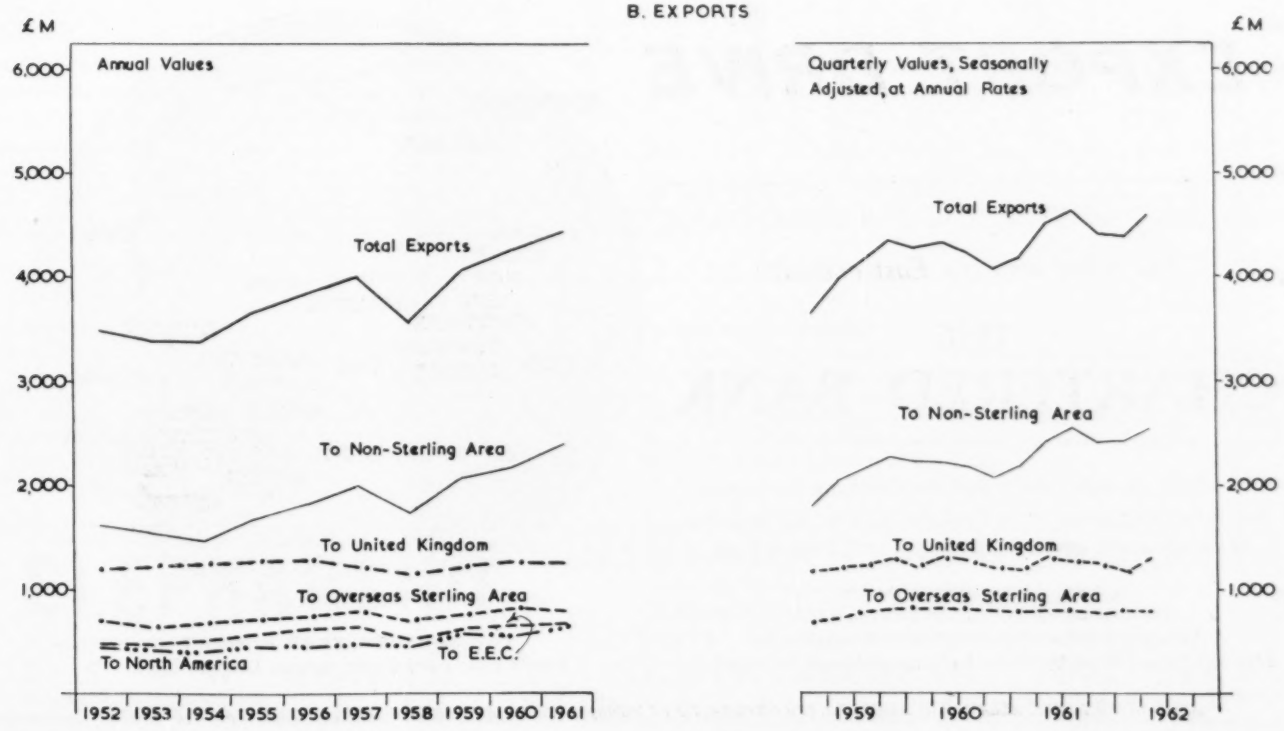
(*Text continued on page* 1158)

TRADE OF THE OVERSEAS STERLING AREA

A. IMPORTS



B. EXPORTS



Sterling Area Trade (*Continued*)

industrial countries by 15 per cent. (compared with an increase in total imports of 3 per cent.); there were large imports of iron and steel from the United States and of machinery and transport equipment from Western Germany.

Statistical Notes

Definitions of the statistics in the tables were given in the 'Statistical Notes' contained in the Sterling Area Trade Summary published in the *Board of Trade Journal* dated May 25, 1962. In this article the figures of the trade of overseas sterling countries with the members of the European Free Trade Association (excluding the United Kingdom) have been revised to include trade with Finland.

Table 1 — Direction of Trade of the Overseas Sterling Area

Quarterly Averages in £ million

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (*c*)	Other Non-Sterling Countries	Total Non-Sterling Countries	WORLD
IMPORTS									
1957	374	209	583	168	155	46	269	637	1,220
1958	353	195	548	161	146	41	262	611	1,159
1959	336	199	535	174	160	40	268	643	1,178
1960	370	220	590	232	191	49	313	785	1,375
1961	365	213	579	225	188	50	313	776	1,355
1960 3rd Quarter	356	226	582	248	189	49	318	804	1,386
4th Quarter	383	214	597	244	194	51	338	828	1,424
1961 1st Quarter	406	202	608	246	194	51	297	788	1,396
2nd Quarter	373	221	594	245	198	49	325	817	1,411
3rd Quarter	342	215	557	208	175	49	305	737	1,294
4th Quarter	341	216	557	202	185	51	324	763	1,320
1962 1st Quarter	341	198	538	220	179	50	334	783	1,321
2nd Quarter	348	213	561	231	182	48	323	783	1,344
EXPORTS (*a*) (*b*)									
1957	306	194	500	121	158	17	203	499	999
1958	286	174	460	111	129	16	178	434	894
1959	307	188	495	138	155	19	207	518	1,013
1960	314	203	517	135	161	22	228	547	1,064
1961	314	196	510	156	166	21	256	599	1,108
1960 3rd Quarter	301	205	506	136	142	19	210	507	1,012
4th Quarter	314	198	512	124	166	23	219	532	1,044
1961 1st Quarter	314	193	507	138	167	22	235	562	1,069
2nd Quarter	316	196	512	164	163	21	269	617	1,129
3rd Quarter	302	204	506	164	152	21	261	599	1,106
4th Quarter	322	192	514	158	180	22	257	616	1,130
1962 1st Quarter	309	195	504	165	188	23	255	632	1,135
2nd Quarter	317	193	510	172	177	20	279	649	1,159

(*a*) Exports include re-exports. (*b*) Exports of Middle East oil are excluded throughout the tables. (*c*) Including Finland.

(*Continued on next page*)

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Sterling Area Trade *(Continued)*

Table 2 — Trade of the Commonwealth and Sterling Area

Quarterly Averages in £ million

	1958	1959	1960	1961	1960		1961				1962		
					3rd Quarter	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter
IMPORTS *(a)*													
United Kingdom *(b)*	937	996	1,135	1,099	1,119	1,155	1,156	1,116	1,044	1,082	1,125	1,125	1,106
Overseas Sterling Area	1,159	1,178	1,375	1,355	1,386	1,424	1,396	1,411	1,294	1,320	1,321	1,344	
Australia	160	165	211	187	224	224	227	192	168	168	183	195	219
Ceylon	32	38	37	32	41	34	32	29	37	37	27	34	34 *(e)*
East Africa	32	32	35	35	36	33	34	34	36	36	34	36	
Ghana	21	28	32	35	31	35	38	35	32	32	28	28	31
Hong Kong	72	77	92	93	90	93	89	99	90	90	106	103	99
India	165	176	205	200	209	200	201	218	180	180	194	187	190
Irish Republic	50	53	57	65	52	61	66	67	62	62	67	67	
Jamaica	16	17	19	19	18	20	20	18	18	18	19	19	
Malaya	29	30	38	39	40	40	35	38	41	41	44	42	44 *(e)*
Mediterranean Territories *(c)*	18	19	19	20	18	21	19	19	19	19	20	20	
New Zealand	71	58	70	81	73	78	82	89	86	86	60	66 *(f)*	63 *(f)*
Nigeria	42	45	54	56	56	59	57	54	52	52	49	45	50 *(e)*
Pakistan	35	32	58	57	55	66	55	63	57	57	61	61	79 *(e)*
Rhodesia and Nyasaland	39	38	39	39	39	39	39	40	38	38	37	36	37 *(e)*
Singapore	90	91	94	94	91	95	91	99	97	97	93	101	94 *(e)*
South Africa *(d)*	139	122	139	126	143	132	141	134	113	113	125	125	131
Trinidad and Tobago	21	23	26	30	25	30	29	29	29	32	31	29	
Other	126	135	149	147	146	162	141	154	138	156	143	151	
STERLING AREA	2,095	2,174	2,510	2,455	2,505	2,579	2,552	2,527	2,337	2,402	2,446	2,469	
STERLING COMMONWEALTH *(g)*	1,864	1,950	2,258	2,214	2,256	2,323	2,301	2,272	2,114	2,168	2,206	2,223	
CANADA	463	511	503	508	473	502	464	535	490	544	499	554	517
COMMONWEALTH *(g)*	2,327	2,461	2,761	2,722	2,729	2,825	2,765	2,807	2,604	2,712	2,705	2,777	
EXPORTS *(a)*													
United Kingdom *(b)*	829	865	924	960	855	944	976	974	915	976	970	1,025	935
Overseas Sterling Area	894	1,013	1,064	1,108	1,012	1,044	1,069	1,129	1,106	1,130	1,135	1,159	
Australia	148	179	176	208	154	179	195	217	196	225	217	220	183
Ceylon	31	32	33	32	33	32	33	31	33	31	30	34	38 *(e)*
East Africa	31	33	36	34	37	37	38	33	31	33	37	29	
Ghana	23	26	26	26	23	19	28	31	26	19	34	31	22
Hong Kong	47	51	62	61	64	61	60	58	63	64	67	65	69
India	109	116	119	124	113	139	121	118	126	131	121	116	138
Irish Republic	33	32	38	45	41	43	43	42	49	47	43	39	
Jamaica	12	12	14	15	15	12	15	18	16	14	15	19	
Malaya	36	49	60	55	63	59	50	53	64	55	57	56	54 *(e)*
Mediterranean Territories *(c)*	5	6	6	6	6	5	6	7	5	6	6	9	
New Zealand	62	73	76	71	67	55	77	81	65	59	83	82 *(f)*	
Nigeria	34	41	42	43	36	40	43	44	50	37	46	47	39 *(e)*
Pakistan	27	29	35	36	28	39	40	29	32	42	36	28	38 *(e)*
Rhodesia and Nyasaland	34	47	51	52	58	46	41	58	54	54	48	56	61 *(e)*
Singapore	68	75	73	66	70	67	63	67	66	68	66	67	69 *(e)*
South Africa *(d)*	83	93	96	107	92	90	105	107	102	114	106	117	101
Trinidad and Tobago	19	20	23	27	20	24	29	28	28	24	29	30	
Other	92	100	98	100	94	96	86	106	100	109	95	114	
STERLING AREA	1,724	1,878	1,988	2,067	1,868	1,988	2,046	2,103	2,020	2,106	2,105	2,184	
STERLING COMMONWEALTH *(g)*	1,583	1,725	1,826	1,888	1,710	1,835	1,874	1,921	1,840	1,916	1,920	1,989	
CANADA	449	477	495	519	509	506	454	509	546	567	473	537	533
COMMONWEALTH *(g)*	2,032	2,202	2,321	2,407	2,219	2,340	2,328	2,430	2,386	2,484	2,393	2,526	

(a) For valuation see statistical notes. *(b)* Values for 1961 include revised estimated average values for parcel post. The 1960 figures have been recalculated on the new basis. Excluding exposed cinematograph film in 1959. *(c)* Cyprus, Gibraltar, Malta. *(d)* Includes South-West Africa and also the Southern Africa Territories of Basutoland, Bechuanaland, and Swaziland (see also footnote *(g)*). *(e)* July-August at quarterly rate. *(f)* Preliminary. *(g)* Excludes South and South-West Africa; also excludes the Southern African Territories (Basutoland, Bechuanaland and Swaziland) whose total trade in 1960 was of the order of £10-£11 million.

(Continued on next page)

Hotel Furnishing Needs

The Council of Industrial Design's Advisory Committee on Hotels and Restaurants has published a revised and enlarged edition of the report issued early last year on hotel bedroom furniture; banqueting tables and chairs; and hotel restaurant and dining room tables. The Committee is at present studying hotel tableware requirements. Copies: Mr. James Cousins, COID, 28 Haymarket, London, S.W.1. Price 2s. (2s. 6d. by post).

Training Girls in Industry

'Training Girls in Industry', published by the Industrial Training Council, sets out certain principles which employers should follow in the training of girls in manufacturing industry and the retail trades, together with some accounts of ways in which this training is already being successfully carried out. Copies: Industrial Training Council, 36, Smith Square, London, S.W.1. Price 3s.

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Sterling Area Trade (*Continued*)

Table 3 — Principal Exports of the Overseas Sterling Area

Quarterly Averages

	Value in £ million											
	Raw Wool	Raw Cotton (*a*)	Raw Jute	Wheat	Raw Sugar (*b*)	Lead (*c*)	Tin	Copper	Raw Cocoa	Raw Coffee	Tea	Natural Rubber (*d*)
1957	142·6	17·4	14·7	8·7	26·9	10·0	15·0	26·3	20·3	12·0	44·7	68·4
1958	91·5	16·5	15·7	5·2	23·6	7·3	9·2	21·6	24·0	11·7	49·4	62·6
1959	106·8	12·9	13·3	10·0	22·9	7·0	9·8	33·5	28·4	10·8	45·9	89·3
1960	108·3	14·3	15·2	13·3	23·8	6·4	16·3	37·8	26·9	10·7	46·1	92·2
1961	112·8	14·2	16·8	27·8	26·2	5·8	18·5	35·3	27·0	10·2	47·1	72·7
1961 1st Quarter	120·5	15·2	22·5	24·6	18·0	5·5	15·8	32·4	32·5	13·9	43·8	70·9
2nd Quarter	117·3	18·3	7·4	31·1	27·5	5·5	19·8	39·5	31·5	10·3	35·4	69·6
3rd Quarter	82·4	12·6	12·8	32·5	32·4	5·9	20·4	34·5	27·7	7·8	53·2	75·8
4th Quarter	131·2	10·9	24·4	22·9	27·0	6·3	18·1	34·7	16·3	9·0	55·8	74·3
1962 1st Quarter (*e*)	129·4	15·0	16·6	26·9	15·9	6·5	20·6	36·9	37·0	13·2	44·0	72·3
2nd Quarter (*e*)	116·1	12·7	10·0	31·6	28·1	7·5	19·5	32·2	36·7	8·1	35·8	71·4

	Cotton Piece-goods	Jute Goods	Meat and Meat Prepara-tions (*f*)	Dairy Products (*g*)	Hides and Skins (*h*)	Timber	Iron Ore	Fruit	Tobacco and Manu-factures	Rice	Vegetable Oils	Oilseeds and Nuts
1957	16·0	23·3	34·1	25·4	17·9	9·4	5·3	22·8	9·7	15·5	13·9	19·6
1958	12·4	21·5	40·9	21·2	15·5	9·8	4·9	26·6	10·5	13·1	11·6	21·6
1959	15·5	24·8	46·6	32·3	22·4	12·2	6·4	24·0	11·6	15·8	14·0	25·3
1960	17·5	29·5	43·8	27·8	21·5	15·4	8·4	25·5	12·9	15·8	12·6	23·9
1961	16·8	32·7	46·1	27·1	21·1	15·5	9·2	25·0	14·4	16·6	12·3	24·5
1961 1st Quarter	17·6	27·2	45·7	29·9	20·3	15·9	7·3	23·0	8·3	11·8	12·3	23·6
2nd Quarter	17·1	36·7	47·6	19·8	21·6	15·0	11·1	37·6	21·0	22·2	13·8	24·6
3rd Quarter	16·6	33·7	44·9	25·6	22·1	16·6	10·0	24·1	18·3	19·6	12·3	27·1
4th Quarter	15·9	33·0	45·9	33·1	20·5	14·6	8·4	15·3	9·8	12·7	10·7	22·9
1962 1st Quarter	17·0	31·1	52·3	29·3	21·3	14·6	8·8	23·4	7·0	20·8	11·2	26·2
2nd Quarter (*e*)	13·2	32·3	43·6	24·1	21·9	15·4	10·9	42·3	22·5	24·3	12·3	23·9

(*a*) Including linters.
(*b*) Excluding Sugar Preference Certificates.
(*c*) Including values of other metals found with lead in complex concentrates. See Statistical Notes.
(*d*) Excludes gutta-percha and jelutong. Total exports of rubber from Overseas Sterling Area includes re-exports from Malaya which are not separately available. Malayan imports of rubber (mainly from Indonesia) were valued at £16·8 million (quarterly average) in 1961.
(*e*) Partly estimated.
(*f*) Exports of meat from South Africa are excluded.
(*g*) Milk, cream, butter, cheese and eggs.
(*h*) Including hides and skins exported from India in the rough tanned condition. Excluding fur skins.

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Retail Sales Lower in October

THE HIGH LEVEL of retail sales in August and September was not maintained in October, when the seasonally adjusted index of the value of sales fell to about the level of July (from 122 in both August and September to 118, or by about 3½ points in unrounded terms). A sharp decline in the seasonally adjusted index of sales by clothing and footwear shops from the exceptionally high levels of the two earlier months accounted for about a half of the fall in the total index, although sales by these shops represent only about a sixth of total sales. Unseasonably mild weather, delaying the purchases of winter clothing, may have accounted for a good part of this fall and sales may be made up in later months. Although the seasonally adjusted indices of the other broad groups of shops were also lower in October, and are unlikely, except possibly in the case of food shops, to be affected by the mild weather, it would be unwise in view of the irregular month to month variations in the index, to conclude that the underlying trend of total sales has turned downward. Taking September and October together the seasonally adjusted index of the total value of sales was 120, the same as in July and August taken together, and compared with 118 in May and June. The seasonally adjusted index of the volume of sales (at 1957 prices) fell rather less than the index of the value of sales and was 111 in October compared with 113 in September, a fall of about 2½ points in unrounded terms. Taking September and October together, the index was marginally higher than in the previous two months taken together.

Retail Sales Seasonally Adjusted

Index numbers of value of sales per week.

(i) at current prices. 1957 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (*a*)
1961 1st Quarter	114	111	116	116	110	117
2nd Quarter	115	112	117	116	114	118
3rd Quarter	116	114	118	117	116	120
4th Quarter	116	115	117	117	108	122
1962 1st Quarter	118	117	119	117	110	122
2nd Quarter	118	117	119	116	115	121
3rd Quarter	121	119	123	123	117	125
1961 September	116	115	117	117	109	121
October	115	114	116	118	108	121
November	116	115	117	117	108	122
December	117	116	118	117	108	122
1962 January	117	115	119	118	110	122
February	119	117	119	118	111	123
March	118	117	118	114	110	121
April	118	118	118	116	109	120
May	119	117	120	116	116	123
June	118	116	120	116	117	121
July	118	118	119	116	118	122
August	122	120	124	124	119	125
September	122	119	125	128	115	126
October	118	118	119	119	113	124

(ii) at average 1957 prices.

	All kinds of business	Food shops	Non-food shops
1961 1st Quarter	110	106	114
2nd Quarter	111	107	114
3rd Quarter	111	108	114
4th Quarter	111	110	112
1962 1st Quarter	111	109	113
2nd Quarter	110	108	112
3rd Quarter	112	110	114
1961 September	110	108	112
October	110	109	111
November	111	110	112
December	111	110	112
1962 January	111	108	113
February	112	110	113
March	111	109	113
April	110	108	111
May	111	108	113
June	110	107	112
July	110	108	111
August	113	111	115
September	113	110	116
October	111	110	111

(*a*) Including general department stores.

The value of sales before seasonal adjustment was 3 per cent. higher than a year earlier in October compared with an increase of 5 per cent. in September and one of 4 per cent. in August, but this last increase was on a particularly high level of sales in August last year.

Clothing and footwear shops

After rising sharply in August and September the seasonally adjusted index of sales by clothing and footwear shops fell from 128 in September to 119 in October, a level not much above that in May, June and July (116). The likely effect of the weather on clothing sales in October has already been mentioned. Compared with a year earlier, sales in total showed no change in October, against increases of 4 per cent. and 9 per cent. respectively in August and September. Each of the three kinds of business within the clothing and footwear group showed about the same experience between September and October. Prices of clothing and footwear were about 3½ per cent. higher than a year earlier, a similar increase to that in recent months.

Analysis by Form of Organization

October – Index Numbers of Values of Sales per week and Percentage Changes Compared with a Year Earlier (*a*)

1957 = 100

	Total all retailers	Independent retailers	Multiple retailers	Co-operative societies
	%	%	%	%
ALL KINDS OF BUSINESS	120 + 3	114 + 2	140 + 6	105 — 1
FOOD SHOPS	116 + 3	110 + 2	148 + 9	103 — 1
Grocers	118 + 4 (g)	110 + 2	155 + 10	102 — 1 (g)
Butchers	110 + 1	..	..	..
Greengrocers, fruiterers	90 — 8	90 — 7	100 — 13	88 — 12
Fishmongers, poulterers	114 + 4	..	..	..
Bread and flour confectioners	134 + 6 (h)	122 + 4	174 + 10	..
Off-licences	116 + 8	108 + 8	130 + 8	..
Dairymen	127 + 7	..	..	115 + 4
Other food shops	121 + 6	..	..	..
NON-FOOD SHOPS	124 + 2	..	..	..
Clothing and footwear shops	122 Nil	117 Nil	133 + 2	104 — 4
Footwear Shops	127 — 2	131 — 1	129 — 2	106 — 7
Men's wear shops	111 + 1	100 Nil	128 + 4	87 — 4
Women's wear shops	125 + 1	120 Nil	137 + 3	109 — 4
of which:				
Women's, girls' and infants' wear specialist shops	..	133 + 1	..	—
Drapers' and general outfitting shops	—	114 — 1	..	—
Large (c)	—	127 + 1	—	—
Medium (c)	—	111 — 2	—	—
Small (c)	—	108 — 1	—	—
Durable goods shops	124 + 5	115 + 1	144 + 14	128 + 2 (f)
Furniture shops	122 + 1	122 — 1	123 + 9	—
Large (c)	—	121 — 4	—	—
Medium and small (c)	—	122 Nil	—	—
Other durable goods shops	125 + 8	108 + 2 (e)	157 + 16*	—
Radio and electrical goods shops	110 + 3	108 + 2	114 + 7	—
Radio and cycle shops, cycle shops, perambulator shops				
Electricity showrooms	192 + 16	—	192 + 16	—
Gas showrooms	N.A.	—	N.A.	—
Miscellaneous non-food shops (*b*)	123 + 3	..	..	..
Confectioners, tobacconists, newsagents	116 + 3	116 + 3	112 + 4	—
Booksellers, stationers	..	128 + 4	..	—
Chemists, photographic goods dealers (d)	117 + 3	112 + 2	125 + 4	114 + 2
Jewellers	105 — 1	104 — 2	110 + 2	—
Leather goods, sports goods, toys and fancy goods shops	107 — 3	..	..	—
Ironmongers and hardware shops	115 + 2	112 + 2	134 + 4	— (f)
General Department Stores	131 + 1	—	—	—

* Provisional.

Durable goods shops

The seasonally adjusted index of sales by durable goods shops again fell slightly in October to 113, compared with 115 in September and 119 in August the peak level for this year. Electricity and gas showrooms continued to show substantial increases on a year earlier and

(*Text continued on page* 1163)

Retail Sales (*Continued*)

Index Numbers of Values of Sales per week, and Percentage Changes Compared with Year Earlier (*a*)

(i) Analysis by broad groups: value and volume. 1957 = 100

(Sales in 1957 £ million)	All kinds of business (£7,637 m.)				Food shops (£3,619 m.)				Non-food shops: Total (£4,018 m.)				Non-food shops: Clothing and footwear shops (£1,188 m.)		Non-food shops: Durable goods shops (f) (£739 m.)		Non-food shops: General department stores (£381 m.)		Non-food shops: Miscellaneous non-food shops (b) (£1,710 m.)	
	Value		Volume*		Value		Volume*		Value		Volume*									
		%		%		%		%		%		%		%		%		%		%
1958 Year	103	+3	101	+1	103	+3	100	Nil	103	+3	102	+2	100	Nil	105	+5	103	+3	104	+4
1959 Year	107	+4	105	+4	106	+3	101	+1	108	+5	109	+6	104	+4	118	+12	109	+5	107	+3
1960 Year	111	+4	108	+3	109	+3	105	+3	113	+4	112	+3	113	+8	112	—5	116	+7	113	+5
1961 Year	115	+4	111	+2	113	+4	107	+3	117	+4	113	+1	117	+3	112	Nil	122	+5	119	+5
1962 Year to date ¶	114	+3	107	+1	115	+4	107	+2	113	+2	106	—1	111	+1	110	+1	115	+2	116	+4
1961 4th Quarter	132	+4	125	+2	122	+5	115	+4	140	+4	134	+1	143	+2	125	+2	156	+4	141	+6
1962 1st Quarter	109	+3	102	Nil	114	+5	106	+2	104	+1	99	—2	95	—3	106	+1	105	—1	109	+3
2nd Quarter	116	+4	108	+1	116	+5	107	+2	115	+3	108	—1	118	+3	107	Nil	115	+4	116	+4
3rd Quarter	117	+4	109	+1	116	+4	107	+2	118	+4	110	+1	116	+5	113	+2	120	+4	121	+4
1962 July	119	+2	111	—1	117	+4	108	+1	121	Nil	114	—4	118	+1	116	—6	138	+1	122	+3
August	114	+4	106	+2	115	+5	107	+3	113	+4	105	+2	108	+4	109	+5	105	+5	120	+4
September	117	+5	109	+3	115	+4	107	+2	119	+6	111	+4	120	+9	113	+6	119	+7	121	+4
October	120	+3	112	Nil	116	+3	109	+1	124	+2	116	Nil	122	Nil	124	+5	131	+1	123	+3

(ii) Analysis by kind of business: value only.

(Sales in 1957 £ million)	Food shops: Grocers (g) (£2,093 m.)		Butchers (£519 m.)		Greengrocers, fruiterers (£272 m.)		Fishmongers, poulterers (£73 m.)		Bread and flour confectioners (h) (£173 m.)		Off-licences (£112 m.)		Dairymen (£324 m.)		Other food shops (£53 m.)		Clothing and footwear shops: Footwear shops (£187 m.)		Men's wear shops (£255 m.)		Women's wear shops (£746 m.)	
		%		%		%		%		%		%		%		%		%		%		%
1958 Year	103	+3	102	+2	104	+4	105	+5	105	+5	104	+3	102	+2	104	+4	102	+2	98	—2	101	+1
1959 Year	107	+4	102	Nil	104	Nil	107	+2	109	+4	107	+3	105	+3	109	+4	107	+6	103	+5	104	+3
1960 Year	109	+3	107	+5	103	—1	112	+4	115	+6	112	+5	109	+4	111	+2	118	+10	112	+9	112	+8
1961 Year	113	+3	108	+1	111	+7	115	+2	122	+6	121	+8	116	+7	110	Nil	122	+3	116	+3	116	+3
1962 Year to date ¶	116	+5	107	+2	114	+3	116	+3	128	+7	107	+8	121	+5	114	+5	116	Nil	111	+2	109	+2
1961 4th Quarter	122	+5	116	Nil	107	+12	117	—1	130	+7	188	+7	119	+5	119	+2	143	+3	136	+3	146	+2
1962 1st Quarter	115	+5	110	+1	107	+3	114	—1	119	+6	103	+9	119	+5	112	+4	92	—6	101	—1	93	—3
2nd Quarter	116	+5	105	+1	128	+6	119	+5	129	+8	106	+7	122	+4	113	+4	129	+3	118	+2	115	+2
3rd Quarter	117	+4	106	+3	113	+2	117	+3	134	+6	110	+8	122	+5	114	+7	125	+3	114	+5	114	+5
1961 July	117	+3	102	+2	131	+6	123	+5	135	+7	111	+5	124	+5	111	+6	127	—1	119	Nil	116	+2
August	116	+5	105	+2	113	+3	119	+3	134	+7	109	+11	119	+5	114	+8	116	+3	111	+6	104	+3
September	117	+4	109	+4	100	—2	112	+1	133	+6	109	+8	122	+6	117	+7	130	+6	113	+9	119	+10
October	118	+4	110	+1	90	—8	114	+4	134	+6	116	+8	127	+7	121	+6	127	—2	111	+1	125	+1

(Sales in 1957 £ million)	Durable goods shops (f): Furniture shops (£324 m.)		Other durable goods shops: Total (£352 m.)		Radio and electrical goods shops, Radio and cycle shops, perambulator shops (£290 m.)		Electricity showrooms (£33 m.)		Gas showrooms (£30 m.)		Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£699 m.)		Booksellers, stationers§ (£69 m.)		Chemists, photographic goods dealers (d) (£205 m.)		Jewellers (£71 m.)		Leather goods, sports goods, toys and fancy goods shops (£63 m.)		Ironmongers and hardware shops (£184 m.)	
		%		%		%		%		%		%		%		%		%		%		%
1958 Year	105	+5	104	+4	100	Nil	123	+23	122	+22	102	+2	106	+6	103	+3	102	+2	102	+2	104	+4
1959 Year	116	+10	118	+14	108	+8	177	+44	157	+29	102	Nil	109	+3	109	+6	109	+8	106	+4	106	+2
1960 Year	112	—3	109	—8	99	—8	158	—11	148	—6	106	+4	117	+8	115	+5	118	+8	114	+7	108	+2
1961 Year	115	+2	107	—1	97	—2	159	+1	150	+2	111	+5	123	+5	124	+7	124	+5	119	+5	111	+4
1962 Year to date ¶	113	+2	106	+2	93	—1	165	+5	N.A.		112	+4	122	+5	119	+3	107	Nil	104	+1	111	+2
1961 4th Quarter	127	+5	121	—1	113	—3	167	+2	154	+7	124	+6	145	+5	149	+7	175	+4	167	+3	121	+5
1962 1st Quarter	108	+1	105	+1	94	Nil	142	—2	164	+11	110	+4	122	+4	110	+5	97	+1	83	—1	108	+3
2nd Quarter	111	+2	101	—1	88	—3	165	+4	156	+6	110	+4	119	+5	121	+4	100	—1	104	+2	111	+1
3rd Quarter	117	+2	106	+2	90	—2	182	+9	176	+16	115	+4	123	+5	128	+2	126	Nil	125	+2	113	+3
1962 July	129	—2	102	—9	86	—11	187	—7	164	+2	114	+4	130	+6	133	+1	130	—1	121	—1	113	Nil
August	112	+5	104	+6	90	+2	168	+17	165	+17	116	+6	114	+5	128	+4	127	+1	127	+2	120	+3
September	111	+3	111	+9	93	+4	189	+20	193	+26	114	+3	126	+4	123	+2	121	Nil	126	+4	107	+4
October	122	+1	125	+8	110	+3	192	+16	N.A.		116	+3	128	+4	117	+3	105	—1	107	—3	115	+2

§ Independent retailers only. * At average 1957 prices.
¶ January to October.

Retail Sales (*Continued*)

multiple traders in both the furniture and radio and electrical, etc., kinds of business continued to do better than independent traders, with an increase of 9 per cent. in the case of furniture shops (against a decrease of 1 per cent. for independent traders) and an increase of 7 per cent. by radio and electrical, etc., shops (against an increase of 2 per cent.). Prices of durable goods showed a similar increase on a year earlier to those of recent months (about 2 per cent.).

Food shops

The seasonally adjusted index of the value of sales by food shops fell from 119 to 118 in October but the volume index remained at 110. Compared with a year earlier the value of sales was up by 3 per cent. against an increase of 4 per cent. in September. Sales by greengrocers and fruiterers were 8 per cent. lower than a year earlier in October, compared with a decrease of 2 per cent. in September, the larger fall being due mainly to lower prices, and sales by butchers were only 1 per cent. higher compared with an increase of 4 per cent. in September.

Notes

Kind of Business Statistics

(i) These statistics are based on returns from independent retailers (organizations, other than co-operative societies and general department stores, with one to nine branches), multiple retailers (organizations, other than co-operative societies and general department stores, with 10 or more branches), retail co-operative societies and general department stores.

(ii) For independent retailers, multiple retailers and general department stores the figures are based on the total sales, of all types of goods, by each shop and therefore represent the trend of sales in specified kinds of business. Co-operative societies report their sales on a departmental basis and a department's sales are assigned to the most closely corresponding kind of business heading. A single figure is returned for the departments selling durable goods and ironmongery and hardware and this figure is included in the total for durable goods shops.

(iii) Multiple retailers and co-operative societies report sales for all branches open in the sales period, so that, in respect of these two forms of organizations, the statistics take account of changes in the number of shops, e.g. the opening of new shops or the closing or disposal of existing shops. In the case of independent retailers and general department stores, however, sales are generally reported for individual establishments and no reliable measure of changes in the number of shops is available on the basis of which an adjustment might be made.

(iv) A description of the series, based on 1957=100, was given in the *Board of Trade Journal* of February 10, 1961.

Over 200 Inquiries from a "COI Story"

An indication of the way the Government overseas information services can help export industry is given in a letter from Stack Engineering and Manufacturing Co. Ltd., Swindon, to the Central Office of Information, in which they say:

'Directly or indirectly, your original news bulletin on our 8 and 16 gram injection moulding machines has enabled us to establish agents in South Africa, Rhodesia, Tokyo, Norway, Holland and Canada, which has already resulted in several orders; one order alone from South Africa is for ten machines. We have also established manufacturing arrangements with a firm in Australia to produce this equipment under licence. I think that the inquiries alone from overseas as a result of this news bulletin amount to over 200. I also know for a fact that it has been reprinted in many overseas trade journals. In closing I would like to say that I feel your service is of great value to the British manufacturer.'

News and pictures from exporters who believe they have a story that can usefully be told editorially overseas should be submitted to the Central Office of Information, Hercules Road, London, S.E.1, or any of their Regional offices (see *Board of Trade Journal*, November 30, page vi of Supplement).

Footnotes to Tables

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by October 1962 sales was the four weeks from September 30 to October 27, the corresponding period in 1961 was from October 1 to October 28. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1957 turnover groupings. Large denotes shops with sales of £100,000 and over in 1957. Medium denotes shops with sales of £15,000 and under £100,000 in 1957. Small denotes shops with sales of under £15,000 in 1957.

(d) These index numbers do not allow for chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and electrical goods shops and radio and cycle shops, cycle shops, perambulator shops.

(f) See Note (ii) above.

(g) Including the bakery departments of co-operative societies.

(h) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, November 30, 1962.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time (minutes)	Date of Registration
		BRITISH			
The Tell Tale Heart	Warner-Pathe Distributors Ltd.	Danziger Productions Ltd	BR/E 27900	79	November 26
Mining Review No. 4 16th Year	Data Film Distributors Ltd.	National Coal Board	BR/E 27901	9	November 27
Tarzan Goes To India	Metro-Goldwyn-Mayer Pictures Ltd.	Solar Film Productions Ltd.	BR/E 27902	87	November 28
The Plain Man's Guide to Advertising	British Lion Films Ltd.	Biographic Four Ltd.	BR/E 27904	21	November 28
Pathe News 62-95	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	BR/E 27511	7	November 30
Pathe News 62-96	" "	" "	BR/E 27512	7	November 30
Movietone News 1746A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	BR/E 27562	7	November 30
Movietone News 1747	" "	" "	BR/E 27563	7	November 30
Look At Life Series 15					
Call From The Wild	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	BR/E 27918	10	November 30
The Black Watch	" "	" "	BR/E 27919	10	November 30
		FOREIGN			
Frontier Uprising	United Artists Corporation Ltd.	Zenith Pictures Inc.	F. 27899	68	November 26
Naked Freedom	E. J. Fancey Productions Ltd.	Gordon Films Inc.	F. 27903	71	November 28
The Betrayer	Gala Film Distributors Ltd.	Zebra Films	F. 27905	114	November 29
Mighty Mites	Paramount Film Service Ltd.	Paramount Pictures Corpn.	F. 27906	8	November 29
Anatole	" "	" "	F. 27907	9	November 29
Who's Got the Action	" "	" "	F. 27908	95	November 29
Flight Of The Lost Balloon	Anglo Amalgamated Film Distributors Ltd	American International Pictures Inc.	F. 27909	87	November 29
Phantom Planet	" "	" "	F. 27910	82	November 29
Guns Of The Black Witch	" "	" "	F. 27911	83	November 29
The Amazing Transparent Man	" "	" "	F. 27912	56	November 30
Terry And The Pirates (Nos. 1-9)					
Diplomatic Passport	Animated Motion Pictures Ltd.	M. & A. Alexander Productions Inc.	F. 27913	22	November 30
Diamond Maker	" "	" "	F. 27914	23	November 30
Deadly Species	" "	" "	F. 27915	25	November 30
Frantic	S. F. (Film) Distributors Ltd.	Sneva Films	F. 27916	94	November 30
Seddok	D. U. K. Films Ltd.	Film Selezione	F. 27917	90	November 30

The playing time of the film 'The Dock Brief' (BR/E 27778) registered on September 20, 1962 has been amended to 79 minutes.
Where the title appears in italics the film forms part of a series. BR/E indicates that the film is a British quota film.

Hire Purchase Business in October

NEW HIRE-PURCHASE business of household goods shops and finance houses rose under the influence of seasonal factors in October, but for household goods shops the rise was rather less than was to be expected for the time of the year.

Finance Houses

The rise of about one-tenth in October, compared with September, in the amount of new credit extended by hire-purchase finance companies appears to be largely seasonal; a rise has taken place in each previous October since the statistics were started towards the end of 1955, with the exception of 1960 when the trend of business was downward following the restoration of hire-purchase controls in April of that year. Allowing for seasonal influences new business of finance houses appears to have more or less maintained about the same level over the last four months after some growth following Budget in April. Compared with a year ago, credit extended in October was about 7 per cent. higher, the rise, as in September, being largely attributable to higher figures for new and used private cars.

Instalments outstanding direct from hirers, etc., fell during the month by £7 million to £583 million and amounts owed by retailers under block discounting arrangements were little changed at £56 million.

Household Goods Shops

The index of the value of sales on hire-purchase and other instalment credit terms by household goods shops in October was, at 124, eight points higher than in September. This was a smaller rise than might be expected for the time of year and appears to indicate some further loss in impetus in the stimulus to sales afforded by the reduction in minimum statutory deposits for a wide eange of household goods on June 5. Compared with a year earlier, however, sales in October were 10 per cent. higher, the rise for hardware, radio, electrical etc., shops being nearly 15 per cent. and for furniture and furnishings shops about 6 per cent.

Instalments at the end of the month totalled £304 million, the increase of £4 million during the month being a reflection of the seasonal rise in new business.

Debt

Table 1 — Estimates of Hire-Purchase and Other Credit Instalments Outstanding

END OF PERIOD

£ million

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Owed directly to household goods shops	1960	330	333	336	338	338	335	331	327	324	322	322	325
	1961	321	315	312	308	306	306	306	305	303	303	303	309
	1962	304	301	296	293	292	294	295	297	300	304		
Owed directly to finance houses	1960	534	547	573	599	614	621	630	633	628	623	620	610
	1961	607	607	622	631	643	651	662	660	650	639	628	618
	1962	606	598	592	590	593	593	597	593	590	583		
Total of above	1960	864	880	909	937	952	956	961	960	952	945	942	935
	1961	928	922	934	939	949	957	968	965	953	942	931	927
	1962	910	899	888	883	885	887	892	890	890	887		

Table 2 — Hire-Purchase and Other Instalment Credit Extended and Repaid

£ million

Period	New Credit Extended			Repay-ments	Change in Debt
	For household goods	For other durable goods	Total		
1958	292	363	655	547	+ 108
1959	394	523	917	624	+ 293
1960	301	519	820	734	+ 86
1961	283	515	798	806	— 8
1959 1st Quarter	85	118	203	147	+ 56
2nd Quarter	94	152	246	155	+ 91
3rd Quarter	99	132	231	154	+ 77
4th Quarter	116	121	237	168	+ 69
1960 1st Quarter	87	152	239	179	+ 60
2nd Quarter	73	156	229	182	+ 47
3rd Quarter	64	117	181	185	— 4
4th Quarter	77	94	171	188	— 17
1961 1st Quarter	64	136	200	201	— 1
2nd Quarter	69	164	233	210	+ 23
3rd Quarter	72	126	198	202	— 4
4th Quarter	78	89	167	193	— 26
1962 1st Quarter	63	104	167	206	— 39
2nd Quarter	69	128	197	198	— 1
3rd Quarter	79	114	193	190	+ 3

Notes on Statistics

The statistics in this article are derived from monthly returns made to the Board of Trade by two types of contributor – household goods shops and finance houses. The household goods shops give the value of the goods sold on credit, which includes the initial deposits or down payments as well as the credit extended (i.e., the balance of the cash price together with the credit charges), during the period. From these figures the index numbers of credit sales per week given in Table 3 are derived. These figures include all household goods sold on credit by the retailers concerned, whether they themselves finance the credit extended or whether this is financed by another organization, for example a finance house. The contributors comprise electricity and gas showrooms, co-operative societies, department stores and multiple and independent retailers. Clothing shops, mail-order houses and credit traders calling on customers for orders are not included.

The contributing finance houses, on the other hand, send in figures of the value of new credit extended during the month. Down payments on the articles are not included. These figures form the basis of Table 4. In so far as goods sold by the household goods shops, whose credit sales comprise Table 3, are financed by direct agreements made between a finance house and the buyer, the new credit extended would also figure in Table 4, as well as being part of the value of sales

(*Notes continued on page* 1166)

Total assets exceed Rls.2,976,846,929

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H.P. Business (*Continued*)

New Business of Household Goods Shops

Table 3 — Index Numbers of Value of Goods Sold on Hire-Purchase and Other Instalment Credit per Week

Average of 1957 = 100

		Year	Jan.	Feb.	March (a)	April	May	June (a)	July	Aug.	Sept. (a)	Oct.	Nov.	Dec. (a)
Furniture and Furnishing Shops	Total (multiple and independent retailers, co-operative societies)	1960	122	113	111	121	102	90	101	92	102	112	120	124
		1961	97	90	98	102	104	104	121	102	106	117	126	132
		1962	98	96	94	100	105	104	115	108	113	124		
	of which: Multiple retailers (b)	1960	138	125	116	134	107	94	101	91	99	111	119	125
		1961	98	95	99	106	108	114	125	106	110	121	131	138
		1962	103	100	94	102	106	114	126	115	118	131		
	Independent retailers	1960	107	102	103	110	93	83	100	89	99	110	114	120
		1961	94	83	92	95	95	92	109	94	99	109	115	122
		1962	89	90	89	93	97	89	97	92	99	108		
Hardware, Radio, Electrical Goods, Cycle and Perambulator Shops	Total (multiple and independent retailers, co-operative societies, gas and electricity showrooms)	1960	126	130	126	124	105	96	92	90	98	109	108	114
		1961	92	96	97	99	104	104	125	96	99	105	105	113
		1962	89	89	93	88	98	116	118	112	116	120		
	of which (multiple and independent): Radio and electrical goods shops	1960	105	97	83	87	62	57	58	59	66	78	76	82
		1961	66	61	56	62	64	63	77	56	60	69	69	75
		1962	60	53	50	50	53	61	63	62	62	68		
	Cycle shops, cycle and radio shops, perambulator shops	1960	116	121	117	134	110	103	110	103	109	107	105	158
		1961	100	96	101	118	119	115	139	118	110	116	112	175
		1962	106	102	106	117	122	156	153	150	135	145		
Department Stores: Household goods department		1960	140	116	120	140	121	101	128	100	117	137	143	138
		1961	133	119	117	123	124	111	156	109	119	141	143	146
		1962	142	114	111	117	120	121	148	122	134	153		
Total, Household Goods Shops		1960	125	122	119	124	105	94	99	92	101	112	116	120
		1961	97	95	99	102	106	105	125	100	104	113	117	124
		1962	97	94	94	95	103	111	119	111	116	124		

(a) Average of five weeks.
(b) Multiple retailers are defined as those having ten or more branches.

New Business of Finance Houses

Table 4 — Index Numbers of New Hire-Purchase and Other Instalment Credit Extended Direct to Hirers per Calendar Month

Monthly average of 1957 = 100

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Private cars – new	1960	188	182	255	249	199	154	146	113	110	106	94	70
	1961	116	173	234	206	241	224	242	139	111	114	115	83
	1962	124	145	168	169	238	201	199	145	137	158		
Private cars – used	1960	160	191	250	240	178	155	150	149	129	121	113	92
	1961	131	179	204	183	218	201	195	143	110	118	108	79
	1962	96	121	134	138	179	162	169	152	126	133		
Commercial motor vehicles – new and used	1960	201	211	261	242	233	214	199	165	173	186	184	154
	1961	195	212	246	221	238	235	240	163	142	154	144	110
	1962	155	157	171	157	185	161	160	130	127	143		
Motor cycles, side-cars, power assisted cycles – new and used	1960	100	133	225	244	208	164	148	144	118	97	82	59
	1961	71	108	171	160	184	161	160	135	85	73	59	37
	1962	43	64	78	82	106	95	96	82	68	66		
Caravans – new and used	1960	113	162	233	254	264	168	156	148	126	108	83	54
	1961	74	137	220	219	242	248	226	188	146	159	123	80
	1962	95	127	172	175	222	205	217	198	160	153		
Farm equipment and tractors	1960	108	131	159	157	176	173	162	151	122	153	163	94
	1961	128	123	195	195	195	217	201	169	132	150	128	79
	1962	93	105	143	110	112	116	141	151	139	153		
Industrial and building plant and equipment	1960	207	205	273	261	270	267	231	205	231	253	245	194
	1961	251	239	312	311	360	315	346	233	239	272	263	211
	1962	254	300	337	266	302	254	286	212	216	235		
Household goods (a)	1960	242	204	213	177	172	142	139	137	131	141	142	136
	1961	138	114	126	120	136	123	133	115	107	118	119	104
	1962	118	98	90	88	110	105	120	115	107	120		
All goods (including goods not shown above)	1960	180	188	244	232	201	170	169	151	139	138	132	110
	1961	144	168	207	190	220	204	207	150	123	131	125	96
	1962	121	133	147	142	179	160	168	143	127	140		

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Recent Export Orders

United Kingdom firms are invited to send in brief details of new export orders or contracts for publication on this page

British Pipes for Colombian Irrigation Scheme

Stanton and Staveley Sales Ltd., Nottingham, have received an order to the value of about $300,000 from the Empresas Publicas de Medellin Colombia, for the supply of concrete lined spun iron pressure pipes. The pipes will be used for extensions to the water distribution network in Medellin. In the last three years the firm have received orders for spun iron pressure pipes from the Empresas Publicas de Medellin to a total value of about $1 million.

Repeat Order from Egypt for Electrical Equipment

An order for two consignments of 600 amp isolating equipment has been received by Parmiter, Hope and Sugden Ltd., Manchester, for installation in an Alexandria rayon factory which is already served by the firm's distribution gear.

Constructional Orders for British Company

Orders amounting to £100,000 have been received by the Heyman Constructions Ltd., London, to supply structural steelwork, aluminium cladding and insulation materials for the Phoenix Textile Factory in Malta; steel framework for a new laboratory in Mina-Al-Ahmedi for the Kuwait Oil Co., and a new stores building at Das Island, Arabian Gulf, for B.P. Trading Ltd.

Industrial Glass for Spain

QVF Ltd., of Stoke-on-Trent, chemical engineers in glass, have received a £17,000 order from their agent in Spain, Afora S.L., for an eighteen-inch diameter absorption plant.

Insulation Tubing for Sweden

An order for a total length of four and a half miles of 'Rubazote' insulation tubing has been placed by a Swedish company with Expanded Rubber & Plastics Ltd., Croydon, for use in the construction of deep-freeze units.

Runway for Kuwait International Airport

Cable Covers, Ltd., London, have been awarded a contract to supply the equipment and use their pre-stressing system for a concrete runway for the new Kuwait Airport. The runway, which has been designed by Frederick Snow and Partners, will be 11,150 feet long.

Commercial Vehicles for Sierra Leone and Ghana

Contracts have recently been placed with Leyland's for the supply of three Albion Chieftain 7 ton trucks with Anthony Hoists tipping gear to the United Africa Co. of Sierra Leone Ltd., for operation on the Guma Valley Dam Project, and for three Leyland Hippo 20 ton gross haulage trucks, with various special features, for the Ghana Supply Commission.

Part of a consignment of Crosse & Blackwell spaghetti in tomato sauce being loaded aboard a barge at the firm's Silvertown factory prior to shipment to the Stockholm Co-operative Society, Sweden. The order, of nearly 27 tons, is reported to be one of the largest bulk orders for this product received by the firm from a Scandinavian country.

Iron and Coal Plant for Italy

Italsider (the Italian Iron and Steel Organization) have placed an order worth over £1 million with Moxey Ltd., West Bromwich, for an iron ore and coal preparation plant for installation at the Bagnoli Steelworks, near Naples.

Africa and Persian Gulf Buy British Boats

The Qatar Petroleum Co., have placed an order with John I. Thornycroft & Co. Ltd. for two mooring launches. Orders have also been received for two tugs for the Nigerian Ports Authority, and East African Railways and Harbours, at Mombasa.

H.P. Business (*Continued*)

covered by Table 3.

Both types of contributor also return monthly totals of instalments outstanding to them at the end of each period. These figures are brought together in Table 1. The estimates of debt owed direct to household goods shops relate to agreements entered into between customers and retailers. These estimates include the amounts outstanding on agreements which are subsequently discounted by finance houses. The debt outstanding on agreements made direct between finance houses and retail customers is, however, excluded from the debt owed to shops and included in the total of instalments owed to finance houses. This total does not include the amounts which have been discounted with finance houses. Included with finance houses are some manufacturers who finance credit sales of their own products.

Table 2 gives total credit transactions of finance houses and household goods shops combined. For further details see Economic Trends No. 95, September 1961. The figures were revised in the *Board of Trade Journal* of August 17, 1962, in the light of more comprehensive information about deposits on household goods derived from the Family Expenditure Surveys.

The repayments figures are derived from the new business and change in debt outstanding reported by contributors and thus necessarily include sums written off as irrecoverable and lump sum settlements of outstanding balances in addition to normal weekly, monthly or other periodical instalments.

Tables 1, 3 and 4 are based upon estimates derived from the Census of Distribution for 1957.

The estimates in £'s million of goods sold on hire-purchase and other instalment credit during 1957, on which Table 3 is based, are: furniture and furnishings shops, 138·32; of which multiple retailers, 58·76 and independent retailers, 59·80; hardware, radio and electrical goods shops, electricity and gas showrooms, cycle and perambulator shops, 153·92; of which radio and electrical goods shops 81·12 and cycle shops, etc., 17·68; department stores (household goods departments), 22·36. Total, household goods shops, 314·60.

The estimates in £'s million of the amount of new hire-purchase and other instalment credit extended in 1957 by finance houses, on which Table 4 is based, are: private cars (new), 55·96 and (used), 122·36; commercial motor vehicles, 46·25; motor cycles, etc., 32·33; caravans, 7·03; farm equipment and tractors, 7·53; industrial and building plant and equipment, 17·02; household goods (including pedal cycles), 49·01; and all goods, 350·57.

Government Surplus Sales by Auction

War Office

1962	Stores	Location	Auctioneers
Dec. 11	Machine tools and miscellaneous stores	W.D. Storage Depot, South West Stores, Euxton Lane, Chorley, Lancs. (*Sale at Cheetham Town Hall, Manchester, 8*).	J. H. Norris & Son (Dept. L), 9 Albert Square, Manchester, 2. (Tel. Blackfriars 8373).
Dec. 18	Machine tools, Romney huts and miscellaneous stores including:	W. D. Storage Depot, Rotherwas, Hereford	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 4366).

Oldfield & Schofield, Ward, Wilson, Lang, Curran, Braithwaite, Covmac and other lathes; Denbigh drills; Cincinnati and Thos. White & Son grinders; Richmond, Archdale and Wickman milling machines; Robinson, Wadkin, Sagar, Dominion Super Elliot, Cooksley, Rapido, liner and other woodworking machines; fork lift trucks; Collis stackers; Geo. Fowell 1-ton rollers; fire trailer pumps; hydraulic trolley and other jacks; used tyres; generators; 200 extending ladders; 8,700 wooden cases; wheelbarrows; 2,600 folding flat chairs; 4,900 G.S. forms; tables, chairs, oak wardrobes and other furniture and household equipment; coir matting and carpets; debris bins; buckets; wash bowls and camping equipment; miscellaneous clothing; tools and tool kits; M.T. and aircraft equipment and spares; electrical and wireless equipment and spares; 85 Romney huts unused and unassembled.

1963			
Jan. 3-4	Machine tools, electrical equipment and miscellaneous stores.	Technical Stores Sub-Depot, Wem, Salop	Hall, Wateridge & Owen Ltd. (Dept L), High Street, Shrewsbury. (Tel. 2081).
Jan. 9-10	Machine tools and miscellaneous stores	Technical Stores Depot, Old Dalby Leics. (*Sale at Melton Mowbray*).	Shoulder & Son (Dept. L), 1, Norman Street, (Tel. 3081).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, Price 1s. 0d. (*Postal Orders only*)

SALE BY TENDER

Approx. 120 unused and unassembled Nissen huts 24 ft. span by 66 ft. located in Sussex.

Applications for tender forms should be made to War Office, Directorate of Disposals, First Avenue House, Holborn, London, W.C.1. not later than December 31, 1962.

Air Ministry

1962	Stores	Location	Auctioneers
Dec. 11	Huts and buildings, temporary brick and Nissen huts, T.2 hangar, cable.	Royal Air Force Station, Rattlesden, Suffolk	Osmond E. Griffiths, Rothsay House, Newmarket. (Tel. Newmarket 2055). Catalogues free.
1963			
Jan. 10	Miscellaneous stores and equipment	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport Cheshire. (Tel. Stockport 2252).

The above-mentioned sale will include radar, radio and electrical equipment, cable, Dakota and other airframe spares, miscellaneous kitchen equipment and crockery, furniture, various trolleys, weighing machines, sectional metal shelters, etc.

Jan. 23	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel. Stafford 2331).
Feb. 13	Miscellaneous stores and equipment	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sale, on applicttion to the auctioneers. (Catalogues for all sales held at Maintenance Units cost 1s. 0d. each *Postal Orders only*).

TENDER SALE

Tenders invited for the purchase and removal of a Bellman hangar (approx. size 150 ft. x 95 ft.) situated at Kinloss, Morayshire. Apply within seven days of the date of this advertisement to Air Ministry (C.19a), Turnstile House, High Holborn, London, W.C.1, for tender form.

Some Recent Technical Publications

New 'Inns of Britain' Booklet

A new pocket booklet called *Inns of Britain*, published by the British Travel and Holidays Association in collaboration with the Brewers' Society, lists nearly 1,000 inns throughout Britain which provide good food and drink at reasonable prices and offer overnight accommodation. Many are of historic or architectural interest. The guide is illustrated and carries a map showing the area in which each inn is located. Price 1s., by post 1s. 3d., from British Travel and Holidays Association, Queen's House, 64 St. James's Street, London, S.W.1.

Paint Chemist's Handbook

The 'Paint Chemist's Handbook', (W. G. B. Mills) provides data required for the analysis and identification of the raw materials used in the paint, varnish and plastics industries and the formulation of the products of those industries. Copies: Scott Greenwood & Son, Ltd., 83-86 Farringdon Street, London, E.C.4. Price 37s 6d. By post 39s.

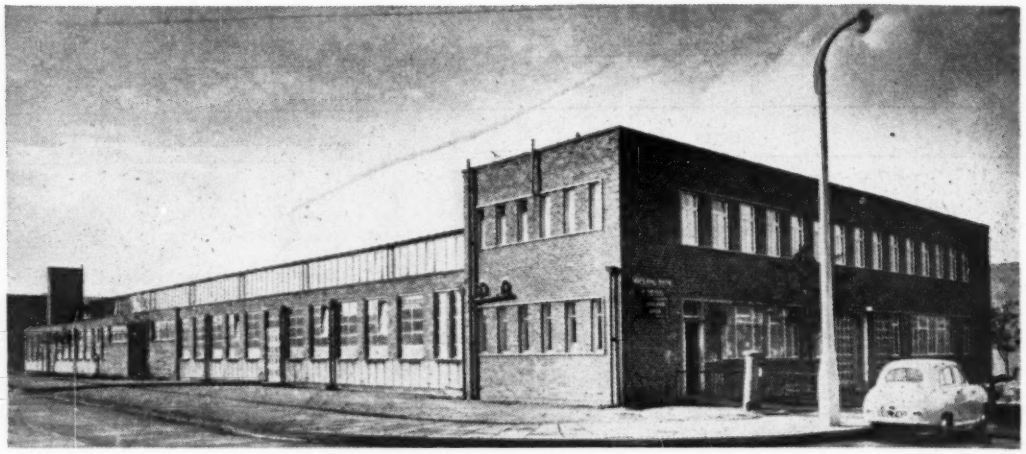
Jewellery Market Survey

The findings of a survey among 1,000 men, 1,150 women and 300 jewellers to discover the place of diamonds in the jewellery market have been published under the title 'Survey of the Jewellery Market in Great Britain'. A summary of the survey is being circulated to 2,500 retail and manufacturing jewellers in all parts of the United Kingdom. Inquiries for copies to Barrie Taylor, Everetts Press Service, 10 Hertford Street, London, W.1.

Motor Business

The October issue of 'Motor Business' prepared by The Economist Intelligence Unit Limited includes articles on The British Motor Industry in 1963, A Financial and Economic Analysis of the Swedish Motor Industry, The Australian Motor Industry, and The Ownership of the World Vehicle Component Industry. Copies: The Economist Intelligence Unit, 5, Bury Street, London, S.W.1. Price £6 per copy.

MODERN GOVERNMENT OWNED FACTORIES FOR RENTAL



A view of the 23,486 sq. ft. factory at the Bede Industrial Estate, Jarrow.

THE following modern Government-owned factories, fully equipped with all essential services and conveniently sited for labour and transport requirements, are available for rental on industrial estates in England, Scotland and Northern Ireland.

The factories in England and Scotland are all in development districts and suitable projects may qualify for financial assistance under the Local Employment Act, 1960.

Financial assistance, through the Ministry of Commerce, may also be available to industries creating new employment in Northern Ireland. Brief details were given in the issue of the *Board of Trade Journal* dated November 2 (page 899).

ENGLAND

Bede Industrial Estate, Jarrow (on south bank of the Tyne 6 miles east of Newcastle-upon-Tyne where 3,500 people are employed in a variety of light industries).

Total Area	*Clear Height*
(1) 49,187 sq. ft. (8,537 sq. ft. offices)	12 ft. 6 in. to 15 ft. 0 in.
(2) 23,486 sq. ft. (3,017 sq. ft. offices)	11 ft. 3 in. to 16 ft. 6 in.

Skelton Industrial Estate, Cleveland (11 miles east of the Wilton Works of Imperial Chemical Industries Ltd., at Middlesbrough, one of the largest single industrial projects in post-war Britain). Pleasantly situated near Cleveland moors and within a few minutes by car of the attractive residential and seaside town of Saltburn-by-the-Sea.

Total Area	*Clear Height*
(1) 15,616 sq. ft. (3,680 sq. ft. offices)	12 ft. 0 in. to 14 ft. 6 in.
(2) 47,742 sq. ft. (7,432 sq. ft. offices)	14 ft. 0 in.

Rents are assessed at current market value and at present range from 2s. 6d. to 4s. per square foot. Inquiries should be addressed to The Secretary, Industrial Estates Management Corporation for England, Team Valley Estate, Gateshead-on-Tyne, 11, Co. Durham.

NORTHERN IRELAND

Location	*Total Area*	*Height to truss*	*Distance*	
			from Belfast Docks	*from Airport*
	sq. ft.		miles	miles
Dunmurry Factory Estate (Nr. Belfast)				
*8	19,450	12 ft. 0 in.	6	10
*5	30,000	13 ft. 6 in.	6	10
*6	32,418	12 ft. 6 in.	6	10
*3/4	50,000	16 ft. 0 in.	6	10
Dundonald				
Belfast	70,000	17 ft. 0 in.	6	17
Armagh	18,000	13 ft. 6 in.	37	30
Ballymena	30,000	12 ft. 6 in.	28	19
Ballymoney	18,000	13 ft. 6 in.	47	35
***Coleraine**	18,000	12 ft. 6 in.	55	43
Downpatrick	19,000	12 ft. 6 in.	22	33
***Dromore**	18,300	12 ft. 6 in.	17	19
Portadown	52,600	14 ft. 0 in.	27	19

*Available now.

Rents are based on current market values, which at present range from 1s. 6d. to 2s. 3d. per square foot. Inquiries should be addressed to the Ministry of Commerce, Chichester House, Belfast, 1, Northern Ireland, or to the Ulster Office, Northern Ireland Government, 13 Regent Street, London, S.W.1.

SCOTLAND

Carfin (12 miles east of Glasgow)

	Height to truss
Area 26,500 sq. ft.	13 ft. 0 in.

Dundee (83 miles north-east of Glasgow)

(1) Area 129,651 sq. ft.	12 ft. 0 in.
(2) Area 31,530 sq. ft. (north light roof)	14 ft. 0 in.

Hillington (on the western boundary of the City of Glasgow)

(1) Area 10,432 sq. ft.	12 ft. 0 in.
(2) Area 10,920 sq. ft.	Various
(3) Area 21,243 sq. ft.	12 ft. 0 in.
(4) Area 5,221 sq. ft.	12 ft. 0 in.
(5) Area 34,492 sq. ft.	12 ft. 0 in.
(6) Area 2,995 sq. ft.	12 ft. 0 in.

Newhouse (14 miles east of Glasgow)

(1) Area 10,200 sq. ft. (north light roof)	12 ft. 0 in.
(2) Area 15,900 sq. ft. (north light roof)	12 ft. 0 in.
(3) Area 35,315 sq. ft.	12 ft. 0 in.

Queenslie (on the eastern boundary of the City of Glasgow)

Area 5,202 sq. ft. (north light roof)	12 ft. 0 in.

Thornliebank (on the southern boundary of the City of Glasgow)

(1) Area 5,275 sq. ft.	12 ft. 0 in.
(2) Area 5,419 sq. ft.	12 ft. 0 in.
(3) Area 32,858 sq. ft. (crane rails)	12 ft. 0 in. and 18 ft. 6 in.

Donibristle (50 miles north-east of Glasgow)

The undernoted buildings on Donibristle Estate in Fife, which is within 5 miles of the new Forth Road Bridge, are to be adapted to meet the requirements of industrialists. Work on the adaptation of the first mentioned building will commence shortly. Gas is not available on this Estate at the present time.

	Height to truss
(1) Area 56,756 sq. ft. (crane rails)	12 ft. 0 in. and 21 ft. 9 in.
(2) Area 24,600 sq. ft. (flat roof)	12 ft. 0 in. and 18 ft. 0 in.
(3) Area 11,340 sq. ft. (north light roof)	12 ft. 0 in.
(4) Area 8,194 sq. ft.	12 ft. 0 in.
(5) Area 7,190 sq. ft. (flat roof plating shop)	Various
(6) Area 3,150 sq. ft.	9 ft. 6 in.
(7) Area 10,200 sq. ft. (two storeyed office block)	
(8) Area 4,800 sq. ft.	30 ft. 0 in.

Shotts (26 miles east of Glasgow)

Construction has recently been commenced of the undernoted factory which is being built in advance of requirements.

	Height to truss
Area 28,150 sq. ft.	14 ft. 0 in.

Rents of the above factories, which are assessed by the District Valuer at current market value, range from 2s. 9d. to 3s. 9d. per square foot. Inquiries should be addressed to the General Manager, Industrial Estates Management Corporation for Scotland, 3 Woodside Place, Glasgow, C.3.

Answers to Parliamentary Questions

Tuesday November 27

U.K. Trade with U.S.S.R.

The President was asked if he was aware that for the first nine months of 1962 imports from the Union of Soviet Socialist Republics amounted to £59,518,072, whereas exports from the United Kingdom to the Union of Soviet Socialist Republics were only £30,487,050, and re-exports £12,396,166; what action he was taking to ensure that United Kingdom exports to Russia more nearly approached imports; if he would include some consumer goods in United Kingdom export quotas; and if he would make a statement. In reply the Minister of State said the President was aware of the figures quoted. He would be glad to see an increase in the level of our exports to the U.S.S.R. and all the services of the Board of Trade were available to British exporters interested in selling to the Soviet Union. Quotes for British consumer goods had been in force since the Anglo-Soviet Trade Agreement was signed in 1959.

Treaty of Rome Articles 92-94

The President was asked to make a statement on the recent discussions between officials of his department and the Commission of the European Economic Community concerning articles 92-94 of the Treaty of Rome, dealing with aid granted by states in the location of industry. In reply the Minister of State said that discussions on this subject took place earlier this year between members of the U.K. negotiating delegation and the Commission of the European Economic Community. The Government understood that great importance was attached to the development of the more backward regions of the Community and saw no reason to suppose that the measures taken under our distribution of industry policy would be regarded as incompatible with Articles 92-94 of the Treaty of Rome.

Wednesday November 28

British Arbitration Courts and Japan

The President was asked whether he would include in future Anglo-Japanese trade negotiations the question of making decisions of British arbitration courts enforceable in Japan.

Mr. Alan Green, Minister of State, replied: 'No. The decisions of British Arbitration Courts in cases between nationals of Convention countries are already enforceable in Japan under the 1923 Protocol on Arbitration Clauses and the 1927 Convention for the Execution of Foreign Arbitral Awards, to which both countries are parties.'

Thursday November 29

E.E.C. Investment in United Kingdom

How much capital has been invested in the United Kingdom by industrialists from within the countries comprising the European Economic Community during each of the last three years, up to the latest convenient date?

Mr. Alan Green, Minister of State, replied that figures of direct investment (other than in oil and insurance) in the United Kingdom by countries in the European Economic Community during the years 1959 to 1961 were as follows. Information was not yet available for 1962.

	1959	1960	1961
		£ million	
Belgium and Luxembourg	0·7	0·9	0·8
Netherlands	5·2	2·0	1·3
Italy	0·9	0·5	—0·2
France	1·0*	—1·1*	12·0*
West Germany	0·9	1·2	0·8
	8·8	3·5	14·7

* If certain exceptional transactions affecting each of these years are excluded, the average annual investment by French industrialists was about £4 million.

I.D.C.s. by Industries in 1961

Asked about Industrial Development Certificates, Mr. David Price, Parliamentary Secretary, replied: 'A breakdown by industries of applications for industrial development certificates on which a decision was made (excluding those for existing premises coming into industrial use) is a major task undertaken annually in respect of the previous calendar year. The latest information available is for 1961. The figures for that year were:

Industrial development certificates; firm applications in 1961.

Standard Industrial Classification Industry Order	Number of schemes	Area (000 sq. ft.)
III. Food, drink and tobacco	170	4,567
IV. Chemicals and allied trades	176	5,640
V. Metal manufacture	155	7,022
VI. Engineering and electrical goods	551	12,257
VII. Shipbuilding and marine engineering	27	480
VIII. Vehicles	125	4,897
IX. Metal goods not elsewhere specified	189	3,703
X. Textiles	93	1,859
XI. Leather, leather goods and fur	18	195
XII. Clothing and footwear	83	1,619
XIII. Bricks, pottery, glass and cement	144	3,565
XIV. Timber, furniture, etc.	110	2,046
XV. Paper, printing and publishing	184	4,094
XVI. Other manufacturing industry	130	2,623
Total Manufacturing Industry	2,155	54,567
Agriculture	5	66
Mining and quarrying	14	277
Construction	37	613
Gas, electricity and water	13	284
Transport and communication	32	616
Distributive trades	88	1,425
Professional and scientific services	5	59
Miscellaneous services	165	3,325
Public administration and defence	2	11
	361	6,676
Grand total	2,516	61,243

Resale Price Maintenance in Motor Industry

In the House of Lords the Government were asked if, in view of the request made by the Chancellor of the Exchequer to the motor industry to consider the adoption of seasonal prices to even out seasonal demand and thereby achieve a more even production flow, they would amend the Restrictive Trade Practices Act, 1956, so as to prohibit the individual enforcement of resale prices which would have the effect he desired.

Lord Derwent, Minister of State, Board of Trade, said in reply: 'While, as the law stands, an individual supplier who supplies his goods subject to resale price maintenance conditions may enforce these conditions, this does not necessarily preclude the adoption of seasonal prices in an industry; it is always open to the suppliers to vary their maintained prices from season to season.

'The Question raises the subject of resale price maintenance in its relation to the products of the motor industry, but this cannot be considered separately from resale price maintenance over the whole field of trade and industry. A detailed inquiry into the subject of resale price maintenance was carried out for the President of the Board of Trade, by his officials. The President is considering their report but this is a complicated matter and I cannot anticipate what will be the outcome of his deliberations.'

Friday November 30

Advance Factories and IDCs

The President was asked whether industrial development certificates were required, in areas not designated development districts, for advance factories built for unspecified purposes.

He replied that they were if the industrial floor space amounted to more than 5,000 square feet.

Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
Europe	Dec. 7	March 1
United Kingdom	Nov. 2	Feb. 1
Outside Europe	Oct. 5	Jan. 4

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Extension 3096 Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but application should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events, which, owing to space limitation, are not included in the lists.

* indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

Amendments and Additions to Classified Lists Trade Fairs and Exhibitions

THE FAIRS and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on November 2 and October 5, respectively.

UNITED KINGDOM

Amendment:

The Board of Trade have been informed that the London Week – Men's and Boy's Wear Show which was to have been held from February 25-March 1, 1963, at the Mount Royal Hotel, London, has been postponed until February 24-28, 1964.

Addition:

LONDON: SIXTH BRITISH SPORTS TRADE FAIR, November 11-14, 1963.
* At Mount Royal Hotel, London, W.1. Apply the Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, W.1. (Tel. Gerrard 7281).

OUTSIDE EUROPE

Additions:

NEW YORK: ELECTRICAL ENGINEERING EXPOSITION January 28-31, 1963
* Apply Mr. H. F. Griebe, Exhibits Manager, Reber-Friel Company, 117 South 17th Street, Philadelphia, Pennsylvania.

NEW YORK: INTERNATIONAL AUTOMOBILE SHOW, April 13-21, 1963.
* Apply Charles Snitow Organisation Inc., 331 Madison Avenue, New York 17. N.Y.

TORONTO: CANADIAN NATIONAL EXHIBITION, August 16-September 2, 1963.
* At Exhibition Park. Apply Canadian National Exhibition Representative, Columbia House, 3 Lower Regent Street, London, S.W.1. (Tel: Whitehall 2794).

MONTREAL: INTERNATIONAL TRADE FAIR, September 27 - October 6, 1963.
* At Show Mart. Apply Montreal International Trade Fair, 1700 rue Berri Street, Montreal P.Q.

Zurich to see Full Range of Britain's Consumer Goods

THE WHOLE RANGE of Britain's consumer goods and consumer durables will be on show in the shops and stores of Zurich during the British Fortnight, September 2 to 14, 1963. Already there has been a strong response from British firms, Swiss agents and Zurich retailers handling all types of consumer goods.

Representation in the following fields will be particularly strong: ladies' and men's clothing, food and drink, toys, sports goods, furniture, carpets, fancy goods, housewares, textiles, domestic appliances, hand tools, silverware, jewellery, smokers' sundries and cars.

The largest department stores in Zurich: Jelmoli, Globus Warenhaus and Oscar Weber have promised full co-operation. In addition the four leading Street Associations: Bahnhofstrasse, Rennweg, Limmatquai and Bellvue, have agreed to co-operate in making the Fortnight a success. The Associations will arrange street decorations and have already circularized their members calling for their support.

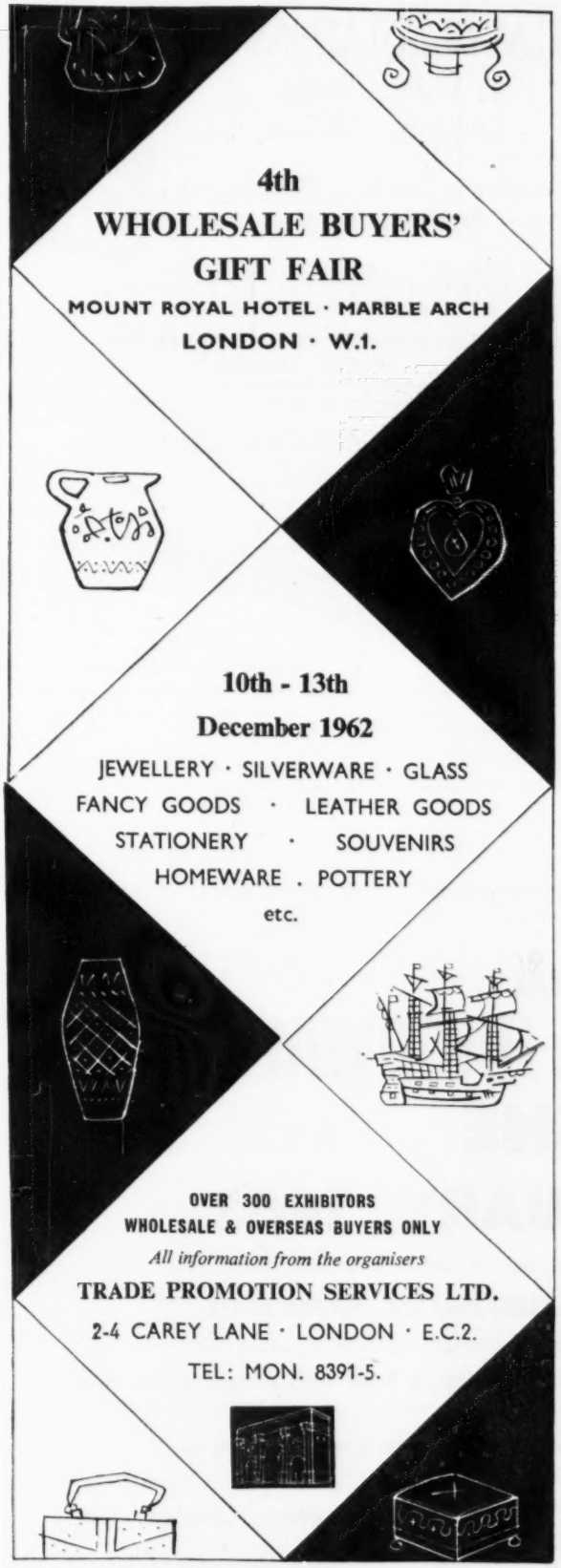
The British Fortnight will be the most intensive sales drive ever launched in Zurich. Many supporting events of a British flavour are being organized to create the necessary climate for selling British goods. One of these will be the Lord Mayor's Show. The Lord Mayor of London, Sir Ralph Perring, will make an official visit to Zurich and during his stay will ride through the streets of Zurich in procession, accompanied by the Sheriffs, Pikemen and other members of his entourage.

Simultaneously British industrial products and capital equipment will be shown at the British Industrial Fair at the Hallenstadion, Zurich. Both these promotions have been tailored to the Swiss market and promise to be one of the most successful trade drives ever launched by Britain overseas.

Inquiries about the Fair and Fortnight should be addressed to British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1.

British Glass and Pottery Exhibition in Cape Town

Products of 26 pottery manufacturers and 4 glassware factories were displayed recently in an exhibition of British pottery and glassware at Stuttaford & Co. Ltd., one of Cape Town's leading department stores. Seen from left to right are: Mr. S. Ramble; Mr. T. W. Robinson, H.M. Consul (Commercial); Mrs. T. W. Robinson; and Mr. F. C. Butler, H.M. Consul General; examining one of the table settings.



INTERNATIONAL

MEN'S & BOYS' WEAR EXHIBITION

IMBEX 63

First of an entirely new series backed by Britain's three powerful menswear organisations, auguring an entirely new era in the industry, the International Men's and Boys' Wear Exhibition will be of vital importance in meeting the challenge of changing trade conditions. The only *international* exhibition of its type ever staged in Britain, the exhibition has been specially planned to meet the needs of overseas buyers, highlighting clothes for every climate and class of trade and includes displays by leading British and Continental firms. Outstanding event of the year in the menswear trade, the International Men's and Boys' Wear Exhibition provides an unrivalled cross-section of everything that's new in the ready-to-wear trade, enabling buyers to assess current and future trends more quickly, conveniently and comfortably than in other circumstances.

Full interpreter service, information services, lounges, and assistance in connection with travel and accommodation will be available for all overseas visitors.

Public will be admitted between 5 p.m. and 8 p.m. on Wednesday, 27th and Thursday, 28th February.

25 FEB–1 MAR 1963

EARLS COURT

LONDON

Promoted by Men's and Boys' Wear Exhibitions Ltd. and sponsored by The Clothing Manufacturers' Federation of Great Britain, The Shirt, Collar and Tie Manufacturers' Association.
Organised by Trade Fairs and Promotions Ltd.
For further information, please write:
The Administrative Office, International Men's and Boys' Wear Exhibition, Commonwealth House, 1-19 New Oxford Street, London, W.C.1.
Tel: CHAncery 9011

THIS BOOKLET entitled "New Business in Australia" has been specially compiled to assist companies considering the extension of their activities to Australia. Its contents include information on such questions as Company Law, Taxation, Import and Export Controls, Patents, Trade Marks, Finance etc. Copies of the booklet are available at any of our Offices. Please call, write or telephone. We are equipped to furnish any further information and details desired.

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INTERNATIONAL

HOUSEHOLD GOODS & HARDWARE FAIR

★ COLOGNE ★

15th — 18th FEBRUARY, 1963

The Gateway to the Common Market

The Fair will be held in the enlarged fairgrounds which now comprise 12 halls with a floor space of over 1,110,000 sq. feet,

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Passes, travel and information from: **DU MONT PUBLICITY CO. LTD., 18, Queensberry Place, London, S.W.7**

Tel.: KEN 1700

European Trade Fairs and Exhibitions

1963 — General

FRANKFURT: INTERNATIONAL SPRING FAIR – February 17-21.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

LEIPZIG: INTERNATIONAL SPRING FAIR – March 3-12.
* Apply, Leipzig Fair Agency in Great Britain, 39 St. James's Place, London, S.W.1. (Tel.: Hyde Park 3111.)

VIENNA: INTERNATIONAL SPRING TRADE FAIR – March 10-17.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel.: Knightsbridge 6938.)

UTRECHT: INTERNATIONAL SPRING TRADE FAIR – March 11-19.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel.: Hunter 1951.)

SAARBRUCKEN: INTERNATIONAL SAAR FAIR – March 30-April 8.
* Apply, Messeleitung-Saarlandischer Gestaltungs-Kreis G.m.b.H., Am Schanzenberg, Saarbrucken.

LYONS: 45TH INTERNATIONAL TRADE FAIR – March 31-April 8.
* Apply, Robert Brandon & Partners Ltd., 10 Clifford Street, London, W.1. (Tel.: Regent 0511.)

ZAGREB: INTERNATIONAL SPRING FAIR – April 12-21.
* Apply, Fairs & Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel.: Museum 5153.)

MILAN: INTERNATIONAL SAMPLES FAIR – April 12-25.
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W.1. (Tel.: Regent 2411.)

BASLE: 47TH SWISS INDUSTRIES FAIR – April 20-30.
* Apply, The Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel.: Paddington 0701.)

GRAZ: INTERNATIONAL FAIR AND EXHIBITION OF BREEDING STOCK (SPRING FAIR) – April 27-May 5.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.1. (Tel.: Knightsbridge 6938.)

LILLE: INTERNATIONAL TRADE FAIR – April 27-May 12.
* Apply, Weigel, Leygonie & Co. Ltd., 31/32 King Street, London, W.C.2. (Tel.: Temple Bar 4825/9.)

HANOVER: GERMAN INDUSTRIES FAIR – April 28-May 7.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel.: Metropolitan 9711.)

BRUSSELS: 36TH INTERNATIONAL INDUSTRIES FAIR – April 30-May 12.
* Apply, Belgian Railways, Belgium House, 167 Regent Street, London, W.1. (Tel.: Regent 1491.)

VALENCIA: INTERNATIONAL SAMPLES FAIR – May 1-20.
* Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Valencia.

DUBLIN: SPRING SHOW AND INDUSTRIES FAIR – May 7-11.
* Apply Royal Dublin Society, Balls Bridge, Dublin.

GOTHENBURG: SWEDISH TRADE FAIR – May 10-19.
* Apply, John E. Buck & Co., 47 Brewer Street, Piccadilly, London, W.1. (Tel.: Gerrard 7576.)

BUDAPEST: INDUSTRIAL FAIR – May 17-27.
* Apply, Hungarian Chamber of Commerce Rosenberg. h.p.u. 17, Budapest V.

LUXEMBOURG: 15TH INTERNATIONAL TRADE FAIR – May 25-June 8.
* Apply, Frank Thomson Exhibitions Ltd., 10 Coleman Street, London, E.C.2 (Tel.: Royal 4111.)

PARIS: 52ND INTERNATIONAL TRADE FAIR – May 23-June 3.
* Apply, French Chamber of Commerce, 74 Brook Street, London, W.1. (Tel.: Hyde Park 2744.)

LIEGE: INTERNATIONAL FAIR (MINING AND INDUSTRIAL MACHINERY) – May 25-June 9.
* Apply, Mr. R. C. Liebman, 178 Fleet Street, London, E.C.4. (Tel.: City 5889.)

PALERMO: 18TH MEDITERRANEAN FAIR – May 25-June 9.
* Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo.

PADUA: INTERNATIONAL SAMPLES FAIR AND PACKAGING SALON – May 29-June 13.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel.: Museum 5153/5.)

HALSINGBORG: INTERNATIONAL TRADE FAIR (EXPO-ORESUND) – May 31-June 9.
* Apply, Continental Express Limited, Green Arbour House, Old Bailey, London, E.C.4. (Tel.: City 3243.)

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-20.
* Apply, Spanish Tourist Service, 93 Piccadilly, London, W.1. (Tel.: Grosvenor 5853.)

POZNAN: 32ND INTERNATIONAL FAIR – June 9-23.
* Apply, Official Forwarding Agents, P.S.A. Transport Ltd., 70 Old Broad Street, London, E.C.2. (Tel: : Avenue 2424.)

LISBON: 4TH INTERNATIONAL TRADE FAIR – June 9-23.
* Apply, Casa de Portugal, State Information and Tourist Office, 20 Lower Regent Street, London, S.W.1. (Tel.: Whitehall 2455.)

BORDEAUX: 43RD INTERNATIONAL TRADE FAIR – June 15-27.
* Apply, Frank Thomson Exhibitions Ltd., 10 Coleman Street, London, E.C.2. (Tel.: Royal 4111.)

TRIESTE: INTERNATIONAL SAMPLES FAIR – June 21-July 5.
* Apply, Italian Chamber of Commerce for Great Britain in London, 31 Old Burlington Street, London, W.1. (Tel.: Regent 2411.)

NAXXAR: 7TH MALTA TRADE FAIR – July 1-15.
* Apply, Malta Trade Fair Corporation, Exchange Buildings, Valletta, Malta.

FRANKFURT: INTERNATIONAL AUTUMN FAIR – August 25-29.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

STOCKHOLM: 21ST ST. ERIK'S FAIR (CONSUMER GOODS) – August 28-September 8.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel.: Chancery 9011.)

SALONIKA: INTERNATIONAL TRADE FAIR – September 1-22.
* Apply, Foire Internationale de Thessaloniki, Thessalonika.

LEIPZIG: INTERNATIONAL AUTUMN FAIR – September 1-8.
* Apply, Leipzig Fair Agency in Great Britain, 39 St. James's Place, London, S.W.1. (Tel.: Hyde Park 3111.)

ZURICH: BRITISH INDUSTRIAL FAIR AND BRITISH FORTNIGHT – September 2-14.
Apply, British Oversea Fairs Ltd., 21 Tothill Street, London, S.W.1. (Tel.: Whitehall 6711.)

STRASBOURG: 38TH EUROPEAN FAIR – September 5-16.
* Apply, Foire de Strasbourg, 9 rue Brulee, Strasbourg.

LAUSANNE: 44TH NATIONAL FAIR (COMPTOIR SUISSE) – September 7-22.
* Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel.: Paddington 0701.)

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 7-22.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel.: Museum 5153/5.)

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 8-15.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel.: Knightsbridge 6938.)

UTRECHT: INTERNATIONAL AUTUMN FAIR – September 9-17.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel.: Hunter 1951.)

BARI: 27TH INTERNATIONAL LEVANT FAIR – September 10-23.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London S.W.7. (Tel.: Kensington 1700.)

BOLZANO: INTERNATIONAL SAMPLES FAIR – September 13-23.
* Apply, Fiera di Bolzano, Via Roma 18, C.P. 297, Bolzano.

MARSEILLES: 39TH INTERNATIONAL FAIR – September 19-30.
* Apply, Butlers Advertising Service, Fenwick House, 292 High Holborn, London, W.C.1. (Tel.: Chancery 4224/5.)

GRAZ: INTERNATIONAL FAIR AND EXHIBITION OF BREEDING STOCK (AUTUMN FAIR) – September 28-October 6.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel.: Knightsbridge 6938.)

STOCKHOLM: TECHNICAL FAIR – September 27-October 4.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel.: Chancery 9011.)

METZ: INTERNATIONAL TRADE FAIR – October 2-13.
* Apply, Frank Thomson Exhibitions Ltd., 10 Coleman Street, London, E.C.2. (Tel.: Royal 4111.)

BERLIN: GERMAN INDUSTRIES EXHIBITION – October 12-27.
* Apply, Berlin Ausstellungen, Berlin-Charlottenburg 9 Hammarskjold platz 1-7.

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European Fairs (*Continued*)

1963 — Specialized

Aeronautical

PARIS: INTERNATIONAL AERONAUTICAL EXHIBITION – June 6-16.
† Apply, Union Syndicale des Industries Aeronautiques et Spatiales, 6, rue Galilee, Paris (16e).

GENOA: 1ST INTERNATIONAL AERONAUTICAL SALON – September 7-15.
Apply, Admiral A. L. P. Mark-Wardlaw, Loseberry Enterprises Ltd., Loseberry, Claygate, Surrey. (Tel.: Esher 2882.)

Agricultural

BERLIN: GREEN WEEK AGRICULTURE EXHIBITION – January 25-February 3.
* Apply, Berliner Ausstellungen, Berlin-Charlottenberg 9, Hammarskjold Platz 1-7.

BRUSSELS: INTERNATIONAL AGRICULTURE AND AGRICULTURAL MACHINERY EXHIBITION – February 10-17.
* Apply, Secretariat-General, Salon de l'Agriculture, 29 rue de Spa, Brussels.

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 5-10.
* Apply, Salon International de la Machine Agricole, 95 rue Saint Lazare, Paris 9.

VERONA: 65TH INTERNATIONAL AGRICULTURAL AND ANIMAL FARMING FAIR – March 10-19.
* Apply, Fiera di Verona, Piazza Bra, Verona.

NOVI SAD: 30TH INTERNATIONAL AGRICULTURAL FAIR – May 12-19.
* Apply, Novosadski Sajam, Hajduk Veljkova 11, Novi Sad.

HANOVER: 17TH WORLD VETERINARY CONGRESS AND EXHIBITION – August 14-21.
Apply, 17th World Veterinary Congress 1963, Hans-Böckler-Allee 16, Hanover.

Building and Public Works

BRUSSELS: 4TH SALON INTERNATIONAL DU BATIMENT ET DES ARTS DECORATIFS – February 2-10.
Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel.: Hunter 1951.)

PARIS: 4TH INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – April 18-28.
† Apply, International Building Exhibition (Expomat), 1 Avenue Niel, Paris 17.

FRANKFURT: INTERNATIONAL TRADE EXHIBITION OF SANITARY AND HEATING TECHNIQUES – October 19-27.
Apply, Zentralverband des Installateur-Klempner Kupferschmiede- und Zentralheizungs Bauer-Handwerks, Mechenheimer Allee 67, Bonn.

Capital Goods, Engineering, Machinery, Machine Tools, etc.

COPENHAGEN: INTERNATIONAL TECHNICAL FAIR – March 8-17.
Apply, Universal Fair and Exhibition Service Ltd., Blaagaardsgade 17, Copenhagen.

MUNICH: GERMAN BUILDING MACHINES EXHIBITION (BAUMA) – March 16-24.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel.: Hunter 1951.)

PARIS: INTERNATIONAL MECHANICAL HANDLING EXHIBITION – May 14-23.
† Apply, Salon de la Manutention, 40 rue du Colisee, Paris 8.

BELGRADE: 6TH INTERNATIONAL FAIR OF TECHNICS AND TECHNICAL ACHIEVEMENTS – May 24-June 2.
* Apply, Beogradski Sajam, Bulevar Vojode Misica 14, Belgrade.

BRNO: INTERNATIONAL TRADE FAIR – September 8-22.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel.: Museum 5153/5.)

MILAN: EUROPEAN MACHINE TOOL EXHIBITION – October 4-13.
Apply, Machine Tool Trades Association, Brettenham House, Lancaster Place, London, W.C.2. (Tel.: Temple Bar 3606.)

Chemicals

BERLIN: 68TH GERMAN SOAP FAIR – September 7-10.
† Apply, Berlin Austellungen, Berlin-Charlottenburg, 9 Hammarskjold Platz 1-7.

Electrical, Radio, Television, Electronics, Tele-Communications

PARIS: INTERNATIONAL EXHIBITION OF QUANTUM ELECTRONIC APPARATUS – February 8-15.
Apply, Secretariat, Troisieme Congres International d'Electronique Quantique, 7 rue de Madrid, Paris 8.

PARIS: INTERNATIONAL RADIO AND ELECTRONIC COMPONENT SHOW – February 8-12.
* Apply, S.D.S.A., 23 Rue de Lubeck, Paris 16.

GENOA: 1ST INTERNATIONAL FAIR OF MARITIME COMMUNICATIONS AND TELECOMMUNICATIONS – May 25-June 9.
Apply, Admiral A. L. P. Mark-Wardlaw, Loseberry Enterprises Ltd., Loseberry, Claygate, Surrey. (Tel.: Esher 2882.)

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL 63) – September 2-7.
Apply, Exhibition Management, Swiss Industries Fair, Basle 21.

PARIS: INTERNATIONAL RADIO AND TELEVISION SHOW – September 5-15.
Apply, Society for the Diffusion of Arts Science (S.D.S.A.), 23 rue du Lubeck, Paris, 16.

AMSTERDAM: INTERNATIONAL EXHIBITION OF RADIO, TELEVISION AND ELECTRONIC EQUIPMENT (FIRATO) – September 13-22.
Apply, Mr. W. Friedhoff, The Dutch House, 307/308 High Holborn, London, W.C.1. (Tel.: Holborn 1358.)

Foodstuffs, Hotel and Catering

AMSTERDAM: 7TH NATIONAL SPECIAL FAIR FOR HOTEL, RESTAURANT AND ALLIED INDUSTRIES (HORECAVA) – January 7-10.
Apply, R.A.I. Gebouw N.V., International Tentoonstellingscentrum, Europaplein 8, Amsterdam.

MUNICH: INTERNATIONAL RESTAURANT AND TOURISM EXHIBITION AND CONFECTIONERY SHOW (IGAFA) – April 19-28.
† Apply, Verein Ausstellungspark, Munich e.v., Theresienhohe 14, Munich, 12.

PARMA: 18TH INTERNATIONAL PRESERVED FOOD AND PACKAGING EXHIBITION – September 20-30.
* Apply, Italian Chamber of Commerce for Great Britain in London, 31 Old Burlington Street, London, W.1. (Tel.: Regent 2411.)

COLOGNE: 7TH ANUGA (FINE FOODS AND PROVISIONS) EXHIBITION – September 21-29.
† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

MONTPELLIER: INTERNATIONAL VITICULTURAL AND WINE FAIR – October 10-21.
* Apply, Foire Internationale de la Vigne et du Vin, 11 bis rue de la Loge, Montpellier.

PARIS: INTERNATIONAL HOTEL AND CATERING INDUSTRY EXHIBITION – October 10-21.
* Apply, M. Willard, 13 rue de Liège, Paris, 9.

BRUSSELS: INTERNATIONAL FOOD AND HOME (ARTS MENAGERS) EXHIBITION – October 12-27.
* Apply, Societe Co-operative des Industriels et Commercants en Materiel et Produits pour l'Alimentation, 8-10 Place de Brouckere, Brussels.

DIJON: INTERNATIONAL GASTRONOMICAL FAIR – October 31-November 11.
* Apply, Administration de la Foire Gastronomique, Palais des Expositions, Bvd. de Champagne, Dijon.

Furniture, Home, Household

PARIS: INTERNATIONAL FURNITURE FAIR – January 23-28.
* Apply, Salon du Meuble et des Industries de l'Ameublement, 22 Avenue Franklin-Roosevelt, Paris, 8.

STOCHOLM: GLASS AND CHINA TRADE BUYERS' FAIR – February 6-10.
Apply, Köpmännens Kundmässor AB, Norra Gatan 10, Gävle.

COLOGNE: HOUSEHOLD GOODS AND HARDWARE FAIR – February 15-18.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

PARIS: DOMESTIC ARTS EXHIBITION – February 25-March 17.
* Apply, Salon des Arts Menagers, Grand Palais (Porte H) Avenue, Alexandre 111, Paris 8e.

COLOGNE: INTERZUM (INTERNATIONAL FAIR OF SUPPLIERS FOR FURNITURE, UPHOLSTERY AND WOOD PROCESSING INDUSTRIES) – June 26-30.
† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

COLOGNE: HOUSEHOLD GOODS AND HARDWARE FAIR – September 5-8.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

GOTHENBURG: INTERNATIONAL EXHIBITION 'DAGENS HUSHALL' (HOUSEHOLD GOODS) – September 7-15.
* Apply, Utstallningen Dagens Hushall, Kopmannens, Vasagatan 52, Gothenburg, C.

PARIS: SALON INTERNATIONAL DES INDUSTRIES ET ARTS DU FEU (GLASSWARE, CHINA AND POTTERY) – September 8-16.
* Apply, Monsieur le President, Salon International des Industries et Arts du Feu, 32 rue de Paradis, Paris 10e.

GENEVA: SALON DES ARTS MENAGERS – October 23-November 3.
* Apply, General Secretary, Salon des Arts Menagers, 1 rue du Temple, Geneva 4.

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – October 30-November 14.
* Apply, Salon de l'Enfance, de la Jeunesse et de la Famille, 23 Avenue Carnot, Paris 8e.

European Fairs (*Continued*)

UTRECHT: FURNITURE AND FURNISHING FABRICS TRADE FAIR – November 4-9.
† Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W.1. (Tel.: Hunter 1951.)

Handicrafts

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS (SPRING) – January 20-28.
* Apply, Salon Commercial et Professionel des Ateliers d'Arts, 13 rue des Petites-Ecuries, Paris.

FLORENCE: INTERNATIONAL TRADE FAIR OF HANDICRAFT PRODUCTS – April 24-May 14.
* Apply, Mostra-Mercato Nazionale dell Artigianato, Piazzo della Liberta 1, Florence.

MUNICH: INTERNATIONAL HANDICRAFTS AND SUPPLIER INDUSTRIES FAIR – May 16-26.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS (AUTUMN) – September 8-16.
* Apply, Salon Commercial et Professionel des Ateliers d'Arts, 13 rue des Petites-Ecuries, Paris.

Horticulture

HAMBURG: INTERNATIONAL HORTICULTURAL EXHIBITION 'I.G.A. 63' – April 26-October 13.
Apply, Mr. K. D. Morgenstern, 18 Lyttelton Road, London, N.2. (Tel.: Speedwell 7695 and Elgar 3675/6.)

Horological

BESANCON: 14TH INTERNATIONAL HOROLOGICAL EXHIBITION – September 7-16.
* Apply, Salon International de l'Horlogerie, 54 Grande-Rue, Besancon.

Laundry

PARIS: INTERNATIONAL LAUNDRY EXHIBITION – November 8-18.
* Apply, Commissaire General, 80 Boulevard Malesherbes, Paris 8e.

Leather, Footwear

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – February 16-21.
* Apply, Offenbacher Messe-Gesellschaft m.b.H., Kaiserstrasse 110, Offenbach-am-Main.

UTRECHT: INTERNATIONAL SHOE FAIR – April 22-24.
* Apply, Exhibition Consultants Limited, 11 Manchester Square, London, W.1. (Tel.: Hunter 1951.)

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – August 24-29.
* Apply, Offenbacher Messe-Gesellschaft m.b.H., Kaiserstrasse 110, Offenbach-am-Main.

PARIS: INTERNATIONAL LEATHER WEEK September 7-12.
* Apply, Semaine International du Cuir, 2 rue Edouard VII, Paris 9e.

Motor Cars, Motor Cycles, Cycles

BRUSSELS: INTERNATIONAL MOTOR, MOTOR CYCLE AND CYCLE EXHIBITION – January 16-27.
Apply, Salon de l'Automobile, de la Moto et du Cycle, 22, rue du Luxembourg, Brussels, 4.

AMSTERDAM: INTERNATIONAL MOTOR SHOW – February 7-17.
† Apply, Nederlandsche Vereeniging De Rijwel en-Automobiel-Industrie, R.A.I., Europlein 8, Amsterdam.

GENEVA: INTERNATIONAL MOTOR SHOW – March 14-24.
* Apply, Fondation du Salon de l'Automobile, 1 Place du Lac, Geneva.

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 12-22.
† Apply, Verband der Automobilindustrie e.v., Post Box 725347, Westendstrasse 61, Frankfurt-au-Main 16.

PARIS: 50TH INTERNATIONAL MOTOR SHOW – October 3-13.
* Apply, Mr. R. C. Liebman, 178 Fleet Street, London, E.C.4. (Tel.: City 5889.)

TURIN: INTERNATIONAL MOTOR SHOW – October 30-November 10
* Apply, Comitato Organizzatore Salone Int. dell Automobile, A.M.F.I.A., 61 Corso Galileo Ferraris, Turin.

Nautical

GENOA: 2ND INTERNATIONAL BOAT SHOW – February 2-12.
* Apply, Admiral A. L. P. Mark-Wardlaw, Loseberry Enterprises Ltd., Loseberry, Claygate, Surrey. (Tel.: Esher 2882.)

GOTHENBURG: SWEDISH BOAT SHOW – March 14-24.
* Apply, John E. Buck & Co., 47 Brewer Street, Piccadilly, London, W.1. (Tel.: Gerrard 7576.)

STOCKHOLM: INTERNATIONAL BOAT SHOW – March 20-31.
* Apply, 'Allt For Sjon' Fack, Stockholm 28.

COPENHAGEN: SCANDINAVIAN BOAT SHOW – April 19-28.
Apply, Skandinavisk Baadudstilling A/S, Callisensvej 21, Hellerup.

HELSINKI: INTERNATIONAL MARITIME EXHIBITION (NAVIGARE 63) – September 13-29.
Apply, The Finnish Fair, Helsinki-Töölö, Finland.

Packaging

DUSSELDORF: INTERNATIONAL EXHIBITION OF PACKAGING MACHINES, CONFECTIONERY MACHINES AND PACKAGING MATERIALS (INTERPACK) – May 12-20.
Apply, John E. Buck & Co., 47 Brewer Street, London, W.1. (Tel.: Gerrard 7576.)

Petroleum

FRANKFURT: 6TH INTERNATIONAL WORLD PETROLEUM CONGRESS AND EXHIBITION (INTER-OIL) – June 19-26.
Apply, L.E.P. Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

Photography

COLOGNE: INTERNATIONAL PHOTO AND CINE EXHIBITION (PHOTOKINA – March 16-24.
Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

Plastics

OYONNAX: INTERNATIONAL PLASTICS EXHIBITION – May 24-30.
Apply, M. Prestavoine, Hotel de Ville d' Oyonnax, Oyonnax.

DUSSELDORF: 4TH INTERNATIONAL PLASTICS FAIR (KUNSTOFFE) – October 12-20.
Apply, John E. Buck & Co., 47 Brewer Street, London, W.1. (Tel.: Gerrard 7576.)

Printing, Stationery, Office Machinery

FRANKFURT: BOOK FAIR – October 9-14.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

PARIS: INTERNATIONAL OFFICE EQUIPMENT EXHIBITION (SICOB) – October 11-20.
* Apply, Salon International de l'Equipement de Bureau, 6 Place de Valois, Paris.

Scientific Instruments

UTRECHT: INSTRUMENT EXHIBITION – October 8-17.
† Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W.1. (Tel.: Hunter 1951.)

Sports

WIESBADEN: INTERNATIONAL SPORTS TRADE FAIR – March 31-April 2.
* Apply, Internationale Sportartikelmesse Wiesbaden G.m.b.H. Postfach 2034, Langgasse 17, Wiesbaden.

PARIS: OPEN AIR EXHIBITION – April 20-May 5.
* Apply, Federation des Industries Francaises d'Articles de Sports, 60 rue de la Victoire, Paris 9e.

PARIS: PROFESSIONAL OPEN AIR EXHIBITION – October 26-29.
* Apply, Federation des Industries Francaises d'Articles de Sports, 60 rue de la Victoire, Paris 9e.

Textiles

DUSSELDORF: FASHION AND SALES WEEKS (IGEDO) – March 17-20.
* Apply, John E. Buck & Co., 47 Brewer Street, London, W.1. (Tel.: Gerrard 7576.)

AALBORG: INTERNATIONAL TEXTILE EXHIBITION – March 23-31.
Apply, Mr. Jorgen Secher, International Textile Exhibition, Vesterbro 17, Aalborg, Denmark.

TURIN: INTERNATIONAL FASHION TRADE FAIR (SAMIA) – March 23-31.
* Apply, Mrs. Ruth Stewart, Business Representatives (London) Ltd., 19, Hanover Square, London, W.1. (Tel.: Hyde Park 1911.)

DUSSELDORF: FASHION AND SALES WEEKS (IGEDO) – April 17-21.
* Apply, John E. Buck & Co., 47 Brewer Street, London, W.1. (Tel.: Gerrard 7576.)

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European Fairs (*Continued*)

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-MADE APPAREL – April 27-May 6.
* Apply, Salon International Du Pret A Porter Feminin, Commissariat-General, 23 rue Notre-Dame-des-Victoires, Paris 2e.

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 21-24.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

PARIS: 5TH INTERNATIONAL TEXTILE FAIR (M.T.I.) – May 27-30.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel.: Chancery 9011.)

MILAN: 13TH INTERNATIONAL TRADE EXHIBITION FOR CLOTHING AND FURNISHING FABRICS (MITAM) – June 4-9.
* Apply, Mrs. Ruth Stewart, Business Representatives (London) Ltd., 19 Hanover Square, London, W.1. (Tel.: Hyde Park 1911.)

DORNBIRN: 15TH INTERNATIONAL EXPORT AND SAMPLES (TEXTILES) FAIR July 12-21.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.1. (Tel.: Knightsbridge 6938.)

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 24-26.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

BUSTO ARSIZIO: INTERNATIONAL TEXTILE EXHIBITION – September 14-23.
† Apply, Mostra Internazionale del Cotone e delle Fibre Artificiali e Sintetiche Chimica et Macchine Tessili, Via Mameli 1, Busto Arsizio.

DUSSELDORF: FASHION AND SALES WEEKS (IGEDO) – September 15-18.
* Apply, John E. Buck & Co., 47 Brewer Street, London, W.1. (Tel.: Gerrard 7576.)

HANOVER: 4TH EUROPEAN TEXTILE MACHINERY EXHIBITION – September 22-October 1.
Apply, Trex British Textile Machinery Organization, Old Colony House, South King Street, Manchester 2. (Tel.: Deansgate 6909.)

BRUSSELS: 9TH EUROPEAN TRADE SHOW OF READY-MADE GARMENTS FOR LADIES AND CHILDREN – October 9-13.
* Apply, Centre Professional Pour l'Expansion de l'Industrie de la Confection (C.E.P.C.O.a.s.b.l.), 52 rue du Progres, Brussels.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-MADE APPAREL – November 2-11.
* Apply, Salon International Du Pret A Porter Feminin, Commissariat-General, 23 rue Notre-Dame-des-Victoires, Paris 2e.

DUSSELDORF: FASHION AND SALES WEEKS (IGEDO) – November 3-7.
* Apply, John E. Buck & Co., 47 Brewer Street, London, W.1. (Tel.: Gerrard 7576.)

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 26-29.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

Toys

NUREMBERG: INTERNATIONAL TOY FAIR – February 10-15.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

1964 — General

FRANKFURT: INTERNATIONAL SPRING FAIR – February 16-20.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

MILAN: INTERNATIONAL SAMPLES FAIR – April 12-27.
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W.1. (Tel.: Regent 2411.)

HANOVER: GERMAN INDUSTRIES FAIR – April 26-May 5.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel.: Metropolitan 9711.)

VALENCIA: INTERNATIONAL SAMPLES FAIR – May 1-20.
* Apply, Feria Muestraria Internacional de Valencia, Llano del Real 2, Valencia.

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-20.
* Apply, Spanish Tourist Service, 93 Piccadilly, London, W.1. (Tel.: Grosvenor 5853.)

HELSINKI: FINNISH INTERNATIONAL TRADE FAIR – September 17-27.
† Apply, Suomen Messut (Finnish Fair), Töölö, Helsinki.

METZ: INTERNATIONAL TRADE FAIR – September 30-October 11.
* Apply, Frank Thomson Exhibitions Ltd., 10 Coleman Street, London, E.C.2. (Tel.: Royal 4111.)

1964 — Specialized

Aeronautical

HANOVER: GERMAN AVIATION EXHIBITION – April 26-May 5.
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel.: Metropolitan 9711.)

Agricultural, Fishing

COPENHAGEN: INTERNATIONAL FISHERIES TRADE FAIR – September 4-13.
Apply, Universal Fair and Exhibition Service Ltd., 17 Blaagaardsgade, Copenhagen N.

Chemicals

FRANKFURT: ACHEMA CHEMICAL ENGINEERING EXHIBITION AND CONGRESS – June 19-27.
Apply, Dechema Deutsche Gesellschaft für Chemisches Apparatewesen Dechema-Haus, Rheingau-Allee 25, Frankfurt.

Foodstuffs, Hotel and Catering

MUNICH: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September 18-27.
† Apply, Verein Ausstellungspark e. V., Theresienhohe 14, Munich 12.

Furniture, Home, Household

COLOGNE: INTERNATIONAL FURNITURE FAIR – January 29-February 2.
† Apply Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 21-24.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

Laundry

FRANKFURT: INTERNATIONAL EXHIBITION OF LAUNDRY, DRY CLEANING AND DYEING TRADES – September 27-October 4.
Apply, Deutscher Wascherei-Verband, Hansa Allee 16, Frankfurt-am-Main.

Leather, Footwear

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – February 15-20.
* Apply, Offenbacher Messe-Gesellschaft m.b.H., Kaiserstrasse 110, Offenbach-am-Main.

PIRMASENS: FOOTWEAR, LEATHER AND MACHINERY FAIR – May 23-28.
Apply, Messeleitung Stadverwaltung Pirmasens Dankelsbachstrasse 19, 678 Pirmasens.

Motor Cars, Motor Cycles, Cycles

COPENHAGEN: INTERNATIONAL MOTOR EXHIBITION – February 28-March 8.
† Apply, Danish Association of Automobile Manufacturers and Importers, Amaliegade 22, Copenhagen k.

Plastics

COPENHAGEN: INTERNATIONAL PLASTICS FAIR – April 10-19.
Apply, Universal Fair and Exhibition Service Ltd., 17 Blaagaardsgade, Copenhagen N.

Textiles

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 26-29.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

FRANKFURT: INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – November 24-27.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

Toys

NUREMBERG: INTERNATIONAL TOY FAIR – February 23-28.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

1965 — General

HANOVER: GERMAN INDUSTRIES FAIR – April 25-May 4.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel.: Metropolitan 9711.)

1965 — Specialized

Toys

NUREMBERG: INTERNATIONAL TOY FAIR – February 14-19.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

Transport

MUNICH: 3RD GERMAN TRANSPORT EXHIBITION WITH INTERNATIONAL PARTICIPATION – June 25-October 3.
Apply, Verein Deutsche Verkehrs-Ausstellung München 1965 e.v., Theresienhöhe 14, Munchen, 12.

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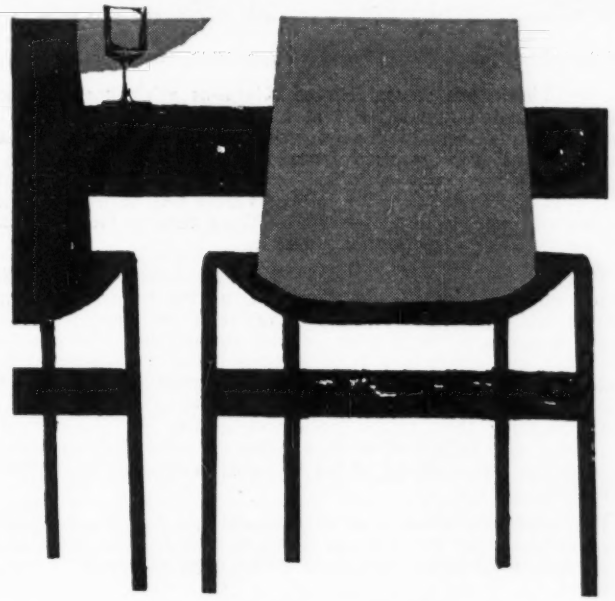

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* See "Comfort and Style in Small Homes"—Flatlets created by seven leading women's journals.
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OLYMPIA LONDON Feb. 4th - 8th 1963

Just a small entry in your diary **H.T.F. Olympia London Feb. 4—8** can mean big business for you in 1963. Manufacturers are busy preparing exhibits featuring new developments you will not want to miss. More Overseas exhibitors than ever are coming with the latest trends from Europe. Make new contacts and discoveries and make the most of London too! The theatre season is in full swing and hotel reservations are easier at this time of year.

The date again... Feb. 4—8.

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U.K. Orders at Milan Instrumentation and Automation Exhibition

THE Seventh Instrumentation and Automation Exhibition was opened on November 22 in Milan by the On. Vittorio Cervone, Under-Secretary for Industry, on behalf of the Italian Government. The Scientific Instrument Manufacturers' Association, who had a group stand representing 33 British firms at the exhibition, gave a reception that afternoon at which Sir John Ward, the British Ambassador to Italy, representatives of Italian scientific, educational and other establishments (including the technical press) and British and Italian businessmen were present, as well as H.M. Consul General and his Information and Commercial staff.

A section of the SIMA stand at the Instrumentation and Automation Exhibition, Milan

Mr. R. E. Burnett, President of SIMA, speaking on behalf of SIMA said that the British scientific instrument industry was the second largest in the world and that in 1961 our exports in this field had risen to about £50 million. In spite of the rapid rate of growth in the Italian economy our exports to Italy had not increased proportionately and in 1961 were valued at approximately £2¼ million, which represented about 8 per cent. of the value of all instruments imported into Italy, as compared with 35 per cent. from West Germany and 21 per cent. from the United States. It was for this reason that in 1961 SIMA had sent a delegation to Italy to assess the requirements of Italian users of instruments and to endeavour to produce equipment suited to individual requirements so as to improve business and co-operation. During this visit useful information was obtained on the characteristics of the Italian market and it was found that the basic reason for failure to secure more business was the lack of information on the products and potentialities of the British industry. This it was hoped would now be rectified by the present group stand of SIMA at the exhibition.

As a token of appreciation for the reception given to the delegation during their visit in 1961 a number of United Kingdom firms had offered some instruments for presentation to faculties of Universities and other scientific and research organizations in Italy.

In reply Sir John Ward said that 'As a result of the visit by a mission from SIMA last year there had been a heightened interest in the Italian market for scientific instruments and a determination to increase the extent to which it is supplied by British firms. This was reflected by the steady increase in value of scientific instruments imported by Italy from the United Kingdom. Evidence of these gratifying results and the determination to continue progress was to be found in the British participation in this exhibition.

Although public interest was slight on the first day of the exhibition, it gradually gained momentum; on the third and fourth days several orders were placed and a general increase in interest and inquiries was noted. Exhibiting firms were well satisfied with results and some exhibitors have, as a result of specific inquiries, agreed to retain their equipment after the exhibition and give personal and individual demonstrations to interested potential clients.

The exhibition closed on November 27 following a six day run in the course of which visitors were estimated at well over 40,000. Exhibitors came from all parts of the world including the United Kingdom, Italy, Germany, United States, France, Switzerland, Hungary, U.S.S.R. and Japan.

It is too early to evaluate the amount of business done during the exhibition, but several United Kingdom exhibitors expressed their satisfaction and surprise at having actually concluded firm orders which is unusual in the instruments field at such events. Orders and inquiries were received from the main branches of major Italian industries such as oil, automobiles, engineering, electric power, in addition to several firm orders from such varied industries as spaghetti manufacturers, tomato and food canning industries and the synthetic fibre and textile industries.

There is no doubt that the SIMA group participation at the exhibition has made a good impression on the Italian instrument market and, although individual orders were not large, there was ample evidence of the interest aroused. Italian firms, industrialists, engineers and others now have a much better knowledge of the wide range and high level of British production and accuracy in this sphere and will doubtless avail themselves of this information when planning their future requirements. The exhibiting British firms have also impressed on their agents the necessity of following up inquiries and supplying all the information required by potential customers.

The exhibition, which is an international one, is held every other year in Milan and the next one is due to take place in 1964 when it is hoped a still larger number of British firms will again be represented.

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Overseas Trade Section

Trade and Financial Arrangements

Pakistan and Nepal

A TRADE AGREEMENT between Pakistan and Nepal was signed in Karachi on October 19, 1962.

The two Governments undertake to explore all possibilities for expansion and promotion of trade between their countries on the basis of mutual advantage, and shall accord to the commerce of the country of the other Government most-favoured-nation treatment in all matters relating to customs duties and other taxes, fees and charges of any kind levied on export and import of goods and to the application of rules, formalities and changes governing customs operations.

The principal items which Pakistan will import from Nepal include timber and wood, pulses, oilseeds, wool, rice, and tanning materials. Exports from Pakistan will include cotton piece-goods, ready-made garments, woollen textiles, newsprint, tea, soap, leather goods, jute carpets, sports goods, fertilizers, toilet requisites, books and publications.

The agreement is initially valid for a period of two years from the date of signature.

Bulgaria and Norway

A THREE-YEAR Trade Agreement between Bulgaria and Norway was signed in Sofia on October 16, 1962 and will be valid until December 31, 1965. Quota lists annexed to the Agreement detail the goods to be exchanged during 1963.

Norwegian exports to Bulgaria will include wood pulp and cellulose, artificial fibre and fibre yarn, paper, egg trays, salted herring and other fish, canned fish, industrial and medicinal cod liver oil, vitamin concentrates, chemical and pharmaceutical products, carbamide glue, ferrous and non-ferrous metals, machinery and equipment, woollen and textile goods, razor blades, sports articles and various other goods (including fish-hooks, argon gas, sperm oil products, grinding stones).

Bulgarian exports to Norway will include tobacco and tobacco products, fruit and vegetables of all kinds including fresh, dried, canned, frozen, pulp, etc., vegetable oils, wines and spirits, chemical and pharmaceutical products, hardwood and plywood, hemp ropes, textile goods, carpets, leather and leather products, machinery and equipment, bicycles, mopeds, motor-cycles, basketry and raw materials therefor and other miscellaneous goods (including electric materials, ceramics, technical porcelain, toys, Christmas-tree decorations, pickles).

The quotas may be seen on application to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449/450, Room F.39), quoting reference C.R.E./1618/56.

Morocco and India

THE MOROCCAN authorities have recently published details of a new trade agreement between Morocco and India, which was signed in Tangier on August 3, 1962, and is valid for one year from that date. The goods to be exchanged under this new agreement vary considerably from those listed under the previous agreement. Goods for export to Morocco include groundnut oil (6,000 tons), tea and cotton fabrics. Goods for export to India include phosphates (250,000 tons), lead and cork.

The French text of this announcement may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Greece

THE MOROCCAN Ministry of Commerce has published an announcement to the effect that the trade agreement between Morocco and Greece, about which a notice was published in the *Board of Trade Journal* of February 2, 1962, has been renewed for another year from November 1, 1962.

The list of goods to be exchanged, and their quotas remain unchanged. The French text of the announcement may be seen at the Export Services Branch, Board of Trade, Room E38, Hillgate House, 35, Old Bailey, London, E.C.4.

Benelux and Japan

THE TRADE AGREEMENT between Benelux and Japan of October 8, 1960, see *Board of Trade Journal* of September 30, 1960 (page 768), was reviewed by representatives of the countries concerned at The Hague between May 22, 1962, and August 31, 1962.

The list of Japanese goods on which the Benelux authorities will apply import restrictions has been modified and, for a number of items still subject to quantitative restrictions, the quotas have been increased for 1962. These changes came into effect **Provisionally** on August 31, 1962.

A full list of the quotas agreed for Japanese goods for the current year may be seen at the Export Services Branch (Tariff Section), Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

British High Commission in Kampala

THE telephone number of the British High Commission in Kampala, given in the list of British Commercial Representatives Overseas which was published in the *Board of Trade Journal* of November 16, is incorrect. The correct number is 57054. The address of the British High Commission is: 5 Shimoni Road, P.O. Box 2894, Kampala, Uganda.

British Trade Correspondent at Zanzibar

THE following entry should be added to the list of British Commercial Representatives Overseas, published in the *Board of Trade Journal*, of November 16:

British Trade Correspondent in the area covered by the British Trade Commissioner in Tanganyika and Zanzibar

Zanzibar - Mr. G. R. Coates, M.B.E., Comptroller of Customs, H.M. Customs, P.O. Box 161, Zanzibar.

New Address for British Embassy in Brazil

OWING to the introduction of a new system of classifying post box numbers in Rio de Janeiro, the postal address of the Commercial Department will now be :— British Embassy, Caixa Postal 669-ZC-00, Rio de Janeiro, Brazil.

Hints to Business Men Visiting Denmark, Portugal, Madeira and the Azores

REVISED editions of the booklets on Denmark and Portugal, Madeira and the Azores have been published in the series of Hints to Business Men.

British business men who intend visiting those countries on export business can obtain copies of the booklets on application to the Board of Trade, Directories and Notices Section, Room 0348, Horse Guards Avenue, London, S.W.1. (Tel: Trafalgar 8855, Ext. 2928).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Ext. 2192). Telegrams and cables should be addressed 'Boneblack, London.'

Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.09, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 420), (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

ARGENTINA

Sulphuric Acid Neutralizing Plant for Aerolineas Argentinas. December 19. E.S.B. 36814/62.

Construction of Deep Water Channel for Minister of Public Works. (Advance Information.) E.S.B. 36601/62.

AUSTRALIA

Construction of Callide Dam, First Stage for Irrigation and Water Supply Commission, Queensland. (Further Information.) E.S.B. 19057/62.*

Lubrication Trolley for Commonwealth Stores Supply and Tender Board. January 17, 1963. E.S.B. 36897/62.*

Transformers for the Sydney County Council. February 14, 1963. E.S.B. 36898/62.*

Transformers for Department of Electricity, Brisbane. January 11, 1963. E.S.B. 36854/62.*

BURMA

Industrial Development Corporation:

Steel Sheet Bars. December 17. E.S.B. 36860/62.*

Nail Making Machine; Cutter Grinding Machine. December 31. E.S.B. 36624/62.*

Civil Stores Committee:

Concrete Buckets. December 17. E.S.B. 36622/62.*

Nuts, Bolts and Screws. December 19. E.S.B. 36861/62.

Electric Lamps; Insulating Fibre. December 17. E.S.B. 36862/62.

Fire Hydrants. December 19. E.S.B. 36863/62.*

Glazed Tiles. December 19. E.S.B. 36864/62.*

Cement. December 19. E.S.B. 36865/62.*

Tyres and Tubes. December 24. E.S.B. 36641/62.*

Wire Gauze. December 24. E.S.B. 36642/62.*

Emery Powder. December 24. E.S.B. 36643/62.*

Steel Chain. December 24. E.S.B. 36644/62.*

CANADA

Power Station Equipment for Manitoba Hydro. December 18. E.S.B. 36640/62.*

CEYLON

Windscreens and Sliding Windows for Ceylon Transport Board. December 26. E.S.B. 37116/62.*

Air-conditioning Equipment for Post and Telecommunication Department. December 17. E.S.B. 37108/62.*

Safety Guards for Forest Department. December 18. E.S.B. 36653/62.

Ministry of Finance:

Hurricane Lamps. January 1, 1963. E.S.B. 36650/62.

Linseed Oils. January 1, 1963. E.S.B. 36806/62.

Ministry of Agriculture, Land, Irrigation and Power:

Power Transmission Line. January 15, 1963. E.S.B. 37114/62.

Metering Equipment. January 22, 1963. E.S.B. 37113/62.

Electrical Equipment. January 22, 1963. E.S.B. 37112/62.

Electricity Scheme. December 18. E.S.B. 37115/62.

EGYPT

Crane for Egyptian Iron and Steel Company. Closing date postponed to December 17. E.S.B. 30015/62.

Galvanized Steel Wire for General Egyptian Organization for Military Factories. December 15. E.S.B. 36067/62.*

General Organization for Executing the Five-year Industrial Plan:

Steam Generating Plant. Closing date postponed to December 17. E.S.B. 27952/62.*

Hydrogenation Plant. Closing date postponed to December 17. E.S.B. 22522/62.*

Egyptian Railways:

Coil Spring. December 31. E.S.B. 37123/62.

Saws. December 31. E.S.B. 37124/62.

ETHIOPIA

Textiles for Ministry of Stores and Supply. December 17. E.S.B. 36811/62.

FORMOSA

Central Trust of China:

Aluminium Fluoride. December 17. E.S.B. 36616/62.*

Cigarette Filter Tips. December 19. E.S.B. 36609/62.*

Filming and Projection Equipment. December 17. E.S.B. 36615/62.*

Gas Cylinders. (Further Information.) Closing date now December 18. E.S.B. 28525/62.*

Drilling Equipment. December 19. E.S.B. 36812/62.*

Tyres and Tubes. December 17. E.S.B. 36813/62.

FRANCE

Lighting Equipment for Headquarters Allied Forces, Central Europe. December 17. E.S.B. 36633/62.*

Supreme Headquarters Allied Powers Europe:

Radio Stations H.F. Single Sideband. December 21. E.S.B. 36625/62.*

H.F. Receiver Components. December 18. E.S.B. 36636/62.*

GREECE

Ministry of Trade:

Laboratory Equipment. January 7, 1963. E.S.B. 36610/62.*

Electronic Instruments and Apparatus. December 28. E.S.B. 36614/62.*

Radio-Telephone Apparatus. January 10, 1963. E.S.B. 36613/62.*

INDIA

Transformers for the Singareni Collieries Co. Ltd. January 3, 1963. E.S.B. 36857/62.*

Power Transformers for Maharashtra State Electricity Board. (Further Information.) E.S.B. 35231/62.

Power Line Carrier Equipment for West Bengal State Electricity Board. December 17. E.S.B. 36884/62.

Switchgear for Kerala State Electricity Board. January 16, 1963. E.S.B. 36348/62.*

Automobile Laboratory Equipment for Government Polytechnic, Kerala. December 28. E.S.B. 36856/62.*

Switchboard for Hindustan Antibiotics Ltd. January 2, 1963. E.S.B. 37105/62.

Diesel Fork Lifts for Port Commissioner, Calcutta. January 2, 1963. E.S.B. 36885/62.

Copper Conductor for Supplies and Disposals Directorate, New Delhi. December 18. E.S.B. 37106/62.*

Pipes and Fittings for Indian Rare Earths Ltd., Bombay. December 17. E.S.B. 36900/62.

Power Line Carrier Equipment for Hydro-Electric Construction Project, Government of Mysore. (Further Information.) E.S.B. 34381/62 (D.L.F.).*

Pumping Station and Equipment for Bombay Municipal Council. December 19. E.S.B. 36666/62.

Rear End Dumpers for National Mineral Development Corporation. (Further Information.) Tender documents now available. E.S.B. 35761/62.*

Woodworking Machinery for Hindustan Photo Films Manufacturing Co. Ltd. December 27. E.S.B. 36389/62.*

The Fertilizer Corporation of India Ltd.:

Cables. (Further Information.) Tender documents now available. E.S.B. 36372/62.*

Sulphur. (Further Information.) Tender documents now available. E.S.B. 35786/62.*

National Coal Development Corporation Ltd.:

Wagons. January 28, 1963. E.S.B. 36698/62.

Scrapers. January 29, 1963. E.S.B. 36699/62.*

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Information for U.K. Exporters (*Continued*)

Madras State Electricity Board:
Transformers. December 31. E.S.B. 36858/62.*
Metering Sets. December 27. E.S.B. 36859/62.*

Delhi Electric Supply Undertaking:
Tipping Wagons. December 18. E.S.B. 36395/62.
Power Cables. December 17. E.S.B. 36394/62.
Transformers. December 29. E.S.B. 36804/62.

Punjab State Electricity Board:
Transformers. (Further Information.) Tender documents now received. E.S.B. 33302/62.*
Oil Clarifying Equipment; Pump. Tender documents now available. E.S.B. 36075/62.*
Electrical Equipment. (Further Information.) Closing date postponed to January 3, 1963. E.S.B. 25273/62.*
Switchgear. December 18. E.S.B. 36392/62.

Atomic Energy Establishment, Trombay:
Lathe. January 2, 1963. E.S.B. 36669/62.
Dry Grinder. January 7, 1963. E.S.B. 36675/62.
Milling Machine Table. January 4, 1963. E.S.B. 36674/62.
Bandsawing and Filing Machine. December 31. E.S.B. 37103/62.
Electrical Equipment. January 8, 1963. E.S.B. 36851/62.
Optical Dividing Head. December 26. E.S.B. 37101/62.
Microfilters. December 27. E.S.B. 37102/62.
Centrifugal Freeze Drying Unit. December 28. E.S.B. 37104/62.
Circular Saw. January 3, 1963. E.S.B. 36673/62.

IRAN

Sugar Waste Processing Material for Iran Sugar Corporation. January 5, 1963. E.S.B. 37151/62.*
Copper Wire for Ministry of Posts, Telegraphs and Telephones. January 2, 1963. E.S.B. 36893/62.*

Iranian State Railway:
Pentachlorophenol. January 20, 1963. E.S.B. 36875/62.*
Generator. December 29. E.S.B. 36874/62.*
Refractory Bricks and Material. January 5, 1963. E.S.B. 36866/62.*

IRAQ

Ministry of Health:
Short Wave Treatment Apparatus. February 24, 1963. E.S.B. 36883/62.

Ministry of Defence:
Telephone Sets. December 24. E.S.B. 36879/62.*

Iraqi Republican Railways:
Timber. December 23. E.S.B. 36872/62.*
Timber. January 16. 1963. E.S.B. 36873/62.*

Ministry of Finance:
Vaccine Vials. January 20, 1963. E.S.B. 36880/62.
Radio Telephone (Mobile). December 30. E.S.B. 37119/62.

Government Oil Refineries Administration:
Electrical Materials. December 25. E.S.B. 36878/62.
Fork Lift Trucks. January 19, 1963. E.S.B. 37117/62.
Paint. (Further Information.) Tender documents now available. E.S.B. 34955/62.*
Switchboard. January 12, 1963. E.S.B. 36882/62.

IRISH REPUBLIC

Macroom Urban District Council:
Water Supply Scheme. January 8, 1963. E.S.B. 36835/62.
Pumping Sets. January 8, 1963. E.S.B. 36836/62.

Kilkenny Corporation:
Water Supply Scheme. January 12, 1963. E.S.B. 36833/62.
Pumping Set. January 12, 1963. E.S.B. 36834/62.

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The Italian Authorities:
NATO Infrastructure Contracts:—Provision and Installation of a Receiver, Transmitter. (Further Information.) Closing date for applications extended to December 18. G.D. 96/62 (192).
Increasing Height of Existing Observation Tower. Apply by December 20. G.D. 1423/62 (193).

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Construction of Expressway for the Japan Highway Public Corporation. January 10, 1963. E.S.B. 697/62.*

KUWAIT

Theatre Seats for Housing Department of the Government of Kuwait. January 2, 1963. E.S.B. 36663/62.

The Ministry of Electricity and Water:
Electric Overhead Line Accessories. December 30. E.S.B. 37157/62.*
Central Gear for Mercury Vapour and Fluorescent Lamps. December 19. E.S.B. 36384/62.*
H.R.C. Cartridge Fuse and Fuse Wires. December 23. E.S.B. 36383/62.*
Time Switches. December 30. E.S.B. 37153/62.
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Machinery for Leather Tanning and Leather Products for Borgeh and Borgeh, Beirut. Closing date not known. E.S.B. 36892/62/D.L.F.

MALAYA

Public Works Department:
Pressure Filters. December 29. E.S.B. 36855/62.
Pumping and Electrical Equipment. December 27. E.S.B. 36385/62.

NEW ZEALAND

Transformers for Dunedin City Corporation Electricity Department. February 1 1963, E.S.B. 37122/62.*
Paper for Government Printing Office, Wellington. January 14, 1963. E.S.B. 36843/62.*

General Post Office, Wellington:
Capacitors. January 17, 1963. E.S.B. 36842/62.*
Signal Generators: Output Meters. January 17, 1963. E.S.B. 36658/62.*
Steel Sheets and Bars: Steel Wire (Silver Plated). January 17, 1963. E.S.B. 36841/62.*

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Power Station Equipment for Electricity Corporation of Nigeria. January 14, 1963. E.S.B. 37120/62.*

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Roof Fans for Pakistan Western Railway. December 17. E.S.B. 36657/62.*

Pakistan Eastern Railway, Chittagong:
Paint. December 17. E.S.B. 36839/62.*
Fire Bricks. December 17. E.S.B. 36840/62.*

Telegraph and Telephone Department, Karachi:
Cables. December 27. E.S.B. 36672/62.
Drop Wire. December 29. E.S.B. 30295/62.*
Junction Boxes. (Further Information.) Tender documents now available. E.S.B. 36008/62.*

Directorate of Supply, Dacca:
Jeeps. December 17. E.S.B. 36396/62.*
Jeeps. December 19. E.S.B. 36400/62.*
Station Wagons. December 20. E.S.B. 36654/62.*
Jeeps. December 19. E.S.B. 36655/62.*

PANAMA

Land Reclamation for Colon Free Zone Authorities. (Advance Information not known.) E.S.B. 31106/61.

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Galvanized Iron Tube for Water and Electricity Department. January 3, 1963. E.S.B. 37152/62.

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Telephone Equipment for Government of Qatar. January 24, 1963. E.S.B. 35776/62.*

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Refuse Vehicles for the Salisbury Municipality Stores Department. December 18. E.S.B. 36095/62.*
Electronic Training Aid for Federal Tender Board. December 21. E.S.B. 36844/62.*

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South African Railways:
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Vibrating Road-Rollers. December 21. E.S.B. 36631/62.*
Ballast Forks. December 21. E.S.B. 36632/62.*

SUDAN

Cable for Department of Posts and Telegraphs. December 29. E.S.B. 36877/62.*

Sudan Railways:
Fume Extraction Cupboard. January 14, 1963. E.S.B. 36845/62.
Breakdown Crane. January 21, 1963. E.S.B. 36846/62.*
Punching and Shearing Machine. January 17, 1963. E.S.B. 36847/62.
Lubricating Oil. January 3, 1963. E.S.B. 37107/62.*

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Cast Iron Pipes for Damascus Water Administration. (Further Information.) E.S.B. 36361/62.*

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Terminals; Tools; Telephone Equipment for Telephone Organization of Thailand. December 20. E.S.B. 36868/62.*

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Electric Generating Plant for La Administracion General de Las Usinas Electricas y Los Telefonos Del Estado. April 2, 1963. E.S.B. 37150/62.*

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Economic report, October 1962. (C.R.E. 6584/G.)

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Economic report, October 1962. (C.R.E. 2264/62.)

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Agency inquiry for wine gums. (E.S.B. 36493/62.)
Agency inquiry for worsted suitings. (E.S.B. 30127/62.)

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Egypt
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Agency inquiry for staple glass yarns. (E.S.B. 36579/62.)

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Agency inquiry for bathroom fittings; plumbers' hardware. (E.S.B. 36273/62.)
Agency inquiry for cables; radio-television receivers; vegetable horsehair. (E.S.B. 24541/62.)
Agency inquiry for furniture; carpets. (E.S.B. 36170/62.)
Agency inquiry for linen; clothing; haberdashery. (E.S.B. 36573/62.)

Germany (Federal Republic of)
Agency inquiry for industrial and protective clothing – further information. (E.S.B. 28300/62.)
Agency inquiry for textile linings. (E.S.B. 36117/62.)
Economic report, November 19-25, 1962. (C.R.E. 1479/G.)
Import committee publication, November 17, 1962 – Azaleas, Tulips and Narcissi. (C.R.E. 158/62.)

Ghana
Inquiry for steel storage bins. (E.S.B. 36736/62.)

Hong Kong
Agency inquiry for hardware. (E.S.B. 36758/62.)
Agency inquiry for thermometers; pressure gauges; drills. (E.S.B. 35978/62.)

Israel
Agency inquiry for television sets; tape recorders and record players. (E.S.B. 35887/62.)
Inquiry in respect of insecticide; food preservative; hides and skins; tanning extracts. (E.S.B. 35899/62.)

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Agency inquiry for paints. (E.S.B. 36940/62.)
Agency inquiry for gift articles; powder compacts; cosmetics. (E.S.B. 36221/62.)
Agency inquiry for plastics household goods. (E.S.B. 36119/62.)
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Inquiry for egg-packing machinery – further information. (E.S.B. 22617/62.)
Inquiry in respect of industrial estate project. (E.S.B. 35934/62.)

Jamaica
Agency inquiry for footwear; textiles; hardware; haberdashery. (E.S.B. 36127/62.)
Agency inquiry for sanitary ware and fittings; chipboard and plywood; garden tools and hose. (E.S.B. 31540/62.)

Jamaica, British Honduras, Bermuda and The Bahamas
Economic report, July-September 1962. (C.R.E. 3998/2G.)

Malagasy Republic
Inquiry for fertilizers. (E.S.B. 36110/62.)

New Zealand
Agency inquiry for anti-corrosion compounds. (E.S.B. 36756/62.)
Manufacture under licence – foodstuffs. (E.S.B. 36950/62.)

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Inquiry for auditorium equipment; seating units; lighting equipment. (E.S.B. 36436/62.)

Peru
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Philippines
Economic report, October 1962. (C.R.E. 594/62.)

Poland
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Portuguese West Africa
Agency inquiry for foodstuffs; jute sacking. (E.S.B. 36192/62.)

Roumania
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Inquiry for mechanical handling plant; grain silos – further information. (E.S.B. 20588/62.)

South Africa
Agency inquiry for shoe ornaments; plastics material. (E.S.B. 36240/62.)

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Sweden
Agency inquiry for carpets. (E.S.B. 36269/62.)
Agency inquiry for chemicals. (E.S.B. 36188/62.)
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Agency inquiry for milling machinery. (E.S.B. 37012/62.)
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Agency inquiry for piece-goods. (E.S.B. 32946/62.)
Agency inquiry for yarns. (E.S.B. 35881/62.)
Inquiry for bricks. (E.S.B. 35848/62.)
Economic report, October 1962. (C.R.E. 2237/62.)

Switzerland
Agency inquiry for foodstuffs; beverages; domestic appliances. (E.S.B. 36734/62.)
Agency inquiry for laboratory instruments and equipment. (E.S.B. 36715/62.)
Inquiry for steel rods. (E.S.B. 35835/62.)
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Thailand
Agency inquiry for glassware; ceramics; novelty giftware; stainless steel goods. (E.S.B. 34729/62.)

Trinidad
Agency inquiry for textile sheetings and pillows. (E.S.B. 36740/62.)

The Trucial States (except Abu Dhabi)
Market report on soaps and detergents. (E.S.B. 33548/62.)

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Agency inquiry for diesel engines. (E.S.B. 36206/62.)
Agency inquiry for floor tiles; linoleum. (E.S.B. 36218/62.)
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Inquiry for rivets. (E.S.B. 36422/62.)

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Tariff, Customs, Import and Other Regulations in Overseas Countries

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EUROPEAN ECONOMIC COMMUNITY

Colouring Matter in Foodstuffs

THE *Journal Officiel des Communautes Europeennes* of November 11, 1962, publishes the text of a Directive issued by the Council on the matter of colouring materials permitted to be used in the foodstuffs trade within the European Economic Community.

This Directive provides for certain periods of time within which the Community's practices on colouring materials in foodstuffs are to be brought into line.

An unofficial translation of this Directive is given below. Attention is drawn to the fact that the only authentic texts are those in the four languages of the European Economic Community.

Council Directive on the Approximation of the Regulations of Member States Concerning Colouring Materials which may be used in Foodstuffs Intended for Human Consumption

THE COUNCIL OF THE EUROPEAN ECONOMIC COMMUNITY,

Having regard to the Treaty establishing the European Economic Community, and in particular Articles 100 and 227, paragraph 2,

Having regard to the proposal of the Commission,

Having regard to the opinion of the Assembly,

Having regard to the opinion of the Economic and Social Committee,

Considering that within the field of the colouring materials which may be used in foodstuffs intended for human consumption, any regulation must take account first of all of the need for the protection of public health; but must equally take account both of the needs for protecting consumers against falsifications, and also of economic needs,

Considering, however, that differences in national legislation concerning these materials both hinder the free movement of foodstuffs intended for human consumption and may create unequal conditions of competition and thereby have direct incidence upon the establishment or the functioning of the Common Market,

Considering that the approximation of these regulations is necessary for the free movement of foodstuffs,

Considering that the harmonization of the regulations in this field requires, as a first stage, the drawing-up of a single list of the colouring materials, the use of which is authorized for colouring foodstuffs as well as the defining of standards of purity to which these colouring materials must conform; the harmonization of the conditions under which foodstuffs may be coloured should be made the subject of decisions of the Council as a second stage,

Considering that, to take account of economic needs in certain Member States, it is necessary to provide a period during which the Member States may retain their existing regulations in force for certain colouring materials, it being understood that the Council will be able to decide upon the possible authorization of these colouring materials, acting on the result of the scientific investigations which will have been made.

Has Adopted the Present Directive

ARTICLE 1

1. Except as otherwise provided for in Articles 2, 3, 4 and 13, the Member States may only authorize for the colouring of food products intended for human consumption (hereafter called foodstuffs), the colouring materials specified in Annex I.

2. The use of the above mentioned materials for the colouring of foodstuffs may not be the subject of a general prohibition.

3. If the use in foodstuffs of one of the colouring materials listed in Annex I would be capable of creating a danger to public health, a Member State may suspend, for a maximum period of one year, the authorization to use that colouring material in foodstuffs. It shall within one month inform the other Member States and the Commission of its action. On a proposal of the Commission, the Council shall, by a unanimous vote, decide immediately, by means of a directive, if, and should it be necessary, to what extent the list in Annex I needs to be modified: it may, if necessary, extend the period mentioned in the first sentence.

4. The provisions of the present directive shall apply to imported products intended, with or without processing, for consumption within the Community.

ARTICLE 2

1. During a period of three years from the date of notification of the present directive, the Member States may retain in force the provisions of existing national legislation concerning the colouring materials listed in Annex II.

2. Before the end of the period laid down in paragraph 1, the Council, on a proposal from the Commission, shall, in conformity with the provisions of Article 100 of the Treaty, decide on the authorization of these colouring materials. The authorization only may be given if scientific investigations have proved that the materials are not harmful to health and if their use is economically necessary. The provisions of Article 12 shall apply if the Council has not made a decision within the period laid down in paragraph 1.

ARTICLE 3

The present directive shall not affect the provisions of national legislation relating to natural substances used in the preparation of certain foodstuffs because of their aromatic, flavouring, or nutritive properties, but which nevertheless have a subsidiary colouring effect, in particular paprika, turmeric, saffron, and sandalwood.

ARTICLE 4

The present directive shall not affect the provisions of national legislation concerning colouring materials authorized:

(a) for the colouring of the shells of hard-boiled eggs, of tobacco and of manufactured tobacco;

(b) for the stamping of meat, citrus fruit, cheese rinds, egg shells and other external parts of foodstuffs not normally consumed.

ARTICLE 5

The present directive shall not affect either the provisions of national legislation specifying the foodstuffs liable to be coloured by means of the materials referred to in Article 1 or the conditions governing this colouring.

EEC (*Continued*)

ARTICLE 6

The Member States may only authorize for diluting or dissolving the colouring materials referred to in Article 1 the following products and none other:

Sodium carbonate and sodium hydrogen carbonate.
Sodium chloride.
Sodium sulphate.
Glucose.
Lactose.
Sucrose.
Dextrins.
Starches
Ethanol.
Glycerol.
Sorbitol.
Edible oils and fats.
Beeswax.
Water.

ARTICLE 7

Notwithstanding Articles 5 and 6, the Member States may only authorize the use of lithol-rubine BK (pigment rubine), and burnt umber, whether or not mixed with paraffin wax, or with other harmless materials, for the colouring of cheese rinds.

ARTICLE 8

The Member States shall take all necessary steps to ensure that:

- the materials listed in Annex 1 and used to colour foodstuffs conform to the general and specific standards of purity laid down in Annex III
- the products listed in Article 6 and used to dilute or dissolve the colouring materials listed in Annex 1 conform to the general standards of purity laid down in Annex III, section A, paragraph 1 and paragraph 2b).

ARTICLE 9

1. The Member States shall take all necessary steps to ensure that the colouring materials listed in Annex 1 shall not be offered for sale unless their packings or containers bear:

(a) the name and the address of the producer or the seller established within the European Economic Community;

(b) the serial number of the colouring material or materials according to the European Economic Community classification shown in Annex 1;

(c) the statement 'colouring for foodstuffs.'

2. The Member States may not refuse to permit the importation of the materials listed in Annex 1 for the sole reason that they consider the marking to be insufficient, provided that the information required by paragraph 1 and the statement mentioned in paragraph 1(c) is given in two official languages of the European Economic Community, one of Germanic origin and the other of Latin origin.

ARTICLE 10

Chewing gum, as far as its colouring, if any, is concerned, is subject to the provisions of this directive.

ARTICLE 11

1. On a proposal of the Commission, the Council, by unanimous vote, may modify, by means of a directive, the standards of purity laid down in Annex III when this is seen to be necessary in the interest of protecting public health, particularly on the basis of the results of scientific investigations.

2. After consulting the Member States the Commission shall decide, by means of a directive, on the methods of analysis necessary for the control of the standards of purity laid down in Annex III.

ARTICLE 12

1. Within a period of one year from the date of notification of the present directive, the Member States shall amend their regulations in conformity with the preceding provisions. The regulations thus modified shall apply to products offered for sale within the Member States not later than two years after this notification.

2. In the case of the application of Article 2, paragraph 2, last sentence, the date of expiry of the period laid down in that Article shall be substituted for the date of the notification mentioned in the preceding paragraph.

ARTICLE 13

The present directive shall not apply to the provisions of national legislation concerning products intended for export outside the European Economic Community.

ARTICLE 14

The present directive shall also apply to the French Overseas Departments.

ARTICLE 15

The present directive is addressed to all the Member States.

Done at Brussels, October 23, 1962. *By the Council,*

E. COLOMBO,
President.

ANNEX I

The colouring materials provided for under Article 1 of this Directive are those listed under the three Sections below.

The chemical name shown is generally that of the sodium compound. Apart from the exception shown under No. E 180, Pigment Rubine, the use of the acid itself, or of its sodium, calcium, potassium and aluminium compounds – even if they are not mentioned – or the use of other compounds where they are shown, is permitted. The chemical products obtained by synthesis which are identical with colouring materials of a natural origin listed below, are authorized in the same way:

Colour	E.E.C. Serial No.	Usual Name (1)	Schultz	C.I.	D.F.G. (2)	Chemical Name or Description
1. COLOURING MATERIALS FOR COLOURING THE WHOLE OR THE SURFACE.						
Yellow	E 100	Curcumin	1374	(1238) 75300	139	1 : 7-Di-(4-hydroxy-3-methoxyphenyl)hepta-1 : 6-diene-3 : 5-dione.
	E 101	Riboflavine (Lactoflavine)	—	—	111	6 : 7-Dimethyl-9-(D-1'-ribityl) *iso*alloxazine; 7 : 8-Dimethyl-10-(2 : 3 : 4 : 5-tetrahydroxypentyl) *iso*alloxazine.
	E 102	Tartrazine	737	(640) 19140	64	*tri*Sodium salt of 5-hydroxy-1-*p*-sulphophenyl-4-*p*-sulphophenylazopyrazole-3-carboxylic acid.
	E 103	Chrysoine S	186	(148) 14270	26	Sodium salt of 2 : 4-dihydroxyazobenzene-4'-sulphonic acid.
	E 104	Quinoline Yellow	918	(801) (3) 47005 (3)	97	Sodium salt of a mixture of the mono- and disulphonic acids (mainly the latter) of quinophthalone or of 2-quinolylindandione.
	E 105	Fast Yellow	172	(16) 13015	23	*di*Sodium salt of 1-(4'sulpho-1-phenylazo)-4-aminobenzene-5-sulphonic acid.
Orange	E 110	Orange Yellow S (Sunset Yellow FCF)	—	15985	29	*di*Sodium salt of 1-*p*-sulphophenylazo-2-naphthol-6-sulphonic acid.
	E 111	Orange GGN	—	15980	32	*di*Sodium salt of 1-(m-sulphophenylazo)-2-naphthol-6-sulphonic acid.
Red	E 120	Cochineal, carminic acid	1381	(1239) 75470	107	Extract of *coccus cacti* (Ammonium salts are included).
	E 121	Orchil, Orcein	1386	(1242) —	141	Extract obtained with ammonia solution, in air, of the red colouring matter of the species *Roccella, Lichanosa* and *Orchella*.
	E 122	Azorubine (Carmoisine)	208	(179) 14720	38	*di*Sodium salt of 2-(4-sulpho-1-naphthylazo)-1-naphthol-4-sulphonic acid.
	E 123	Amaranth	212	(184) 16185	40	*tri*Sodium salt of 1-(4-sulpho-1-naphthylazo)-2-naphthol-3 : 6 disulphonic acid.
	E 124	Cochineal Red A (Ponceau 4R)	213	(185) 16255	41	*tri*Sodium salt of 1-(4-sulpho-1-naphthylazo)-2-naphthol-6 : 8 disulphonic acid.

(*Continued on next page*)

EEC (*Continued*)

Colour	E.E.C. Serial No.	Usual Name (1)	Schultz	C.I.	D.F.G. (2)	Chemical Name or Description
	E 125	Scarlet GN	—	14815	34	*di*Sodium salt of 2-(6′-sulpho-2′-4′-xylylazo)-1-naphthol-5-sulphonic acid.
	E 126	Ponceau 6 R	215	(186) 16290	42	*tetra*Sodium salt of 1-(4-sulpho-1-naphthylazo)-2-naphthol-3:6:8-trisulphonic acid.
Blue	E 130	Solanthrene Blue RS, Anthragen Blue (Indanthrene Blue)	1228	(1106) 69800	104	N:N′-Dihydro-1:2:1′:2′ anthraquinone-azine (Indanthrone).
	E 131	Patent Blue V	826	(712) 42051	85	Calcium salt of the disulphonic acid of m-hydroxytetraethyldiaminotriphenylcarbinol-anhydride.
	E 132	Indigotine		(1180)		
		Indigo Carmine	1309	73015	105	*di*Sodium salt of indigotin-5:5′-disulphonic acid.
Green	E 140	Chlorophyll	1403	(1249a) 75810	110	Chlorophyll a. Magnesium complex of 1:3:5:8-tetramethyl-4-ethyl-2-vinyl-9-oxo-10-methoxycarbonylphorbin-7-propionic acid phytyl ester. Chlorophyll b. Magnesium complex of 1:5:8-trimethyl-4-ethyl-2-vinyl-3-formyl-9-oxo-10-methoxycarbonylphorbin-7-propionic acid phytyl ester.
	E 141	Copper complexes of Chlorophyll and Chlorophyllins	—	—	110	Copper chlorophyll complex and copper chlorophyllin complex.
Brown	E 150	Caramel (4)	—	—	—	Product obtained by heating sucrose or other sugars only.
Black	E 151	Brilliant Black BN	—	28440	58	*tetra*Sodium salt of 8-acetamido-2-(7-sulpho-4-*p*-sulphophenylazo-1-naphthylazo)-1-naphthol-3:5-disulphonic acid.
	E 152	Black 7984	—	—	—	*tetra*Sodium salt of [4′-(4-sulpho-1-phenylazo)-7′-sulpho-1-naphthylazo]-1-hydroxy-7-amino-naphthalene-3:6-disulphonic acid.
	E 153	Vegetable Carbon	—	—	—	Pharmaceutical quality vegetable carbon.
Various shades	E 160	*Carotenoids:*				
		(a) alpha-, beta-, and gamma-Carotene	—	—	—	All the trans forms.
		(b) Bixin, norbixin (Anatto)	—	—	—	Bixin, a carotenoid colour, is the principal colouring of oil extracts of Anatto. It is the monomethyl ester of norbixin. Norbixin is a symmetrical dicarboxylic acid. Its alkali salt is the principal colouring of aqueous extracts of anatto.
		(c) Capsanthein, Capsorubin	—	—	—	Paprika extract.
		(d) Lycopene	—	—	—	All the trans forms.
	E 161	*Xanthophylls:*	1403	(1249 a) —	144	Xanthophylls are the ketonic and/or hydroxy derivatives of carotene.
		(a) Flavoxanthein.				
		(b) Lutein.				
		(c) Kryptoxanthein.				
		(d) Rubixanthein.				
		(e) Violaxanthein.				
		(f) Rhodoxanthein.				
	E 162	Beetroot Red	—	—	—	Aqueous extract of red beetroots.
	E 163	*Anthocyanins:*	1394 1400	—	112	Anthocyanins are 2-phenylbenzopyrilium salts; most are hydroxy derivatives. The aglycones of anthocyanins are called anthocyanidins. Anthocyanins are obtained from strawberries, mulberries, cherries, plums, raspberries, blackberries, blackcurrants, currants, red cabbage, red onions, cranberries, bilberries, aubergines, grapes and elderberries.
		(a) Pelargonidin.				
		(b) Cyanidin.				
		(c) Peonidin.				
		(d) Delphinidin.				
		(e) Petunidin.				
		(f) Malvidin.				
II. Colouring Materials for Surface Colouring Only:						
	E 170	Calcium Carbonate	1405	(1261) 77220	—	
	E 171	Titanium dioxide	1418	(1264) 77891	—	
	E 172	Iron Oxides and Hydroxides	1276	77489	—	
			1311	77491	—	
			1428		—	
			1429	77492	—	
			1470	77499	—	
	E 173	Aluminium	—	7700	—	
	E 174	Silver	—	—	—	
	E 175	Gold	—	—	—	
III. Colouring Materials for Certain Purposes Only:						
	E 180	Pigment Rubine (Lithol Rubine BK) (for colouring cheese rinds)	194	(163) 15850	147	Only the calcium and aluminium salts of 3-carboxy-1-*p*-lotylazo-2-naphthol-2′-sulphonic acid.
	E 181	Burnt umber (for colouring cheese rinds)	—	—	—	Product obtained by roasting in air a mixture consisting essentially of iron and manganese oxides, and calcium and aluminium silicates, carbonates and sulphates.

Notes:

(1) These names are given by way of an indication.

(2) *Key to abbreviations:*

Schultz: G. Schultz, Farbstofftabellen, 7th Edition, Leipzig, 1931.

C.I.: Number given in brackets: Rowe Colour Index 1924; other numbers: Rowe Colour Index, 2nd Edition, Bradford, England, 1956.

D.F.G.: Toxicological data on colouring materials and their suitability for use in food in various countries, set out in a statement of the Commission by Prof. Dr. G. Hecht, Wuppertal-Elberfeld, Communication 6 of the Colouring Materials Commission of the Deutsche Forschungsgemeinschaft, 2nd Edition, Wiesbaden, 1957.

(3) This only covers 'early dye', a colouring matter identical with the one classified under No. 918 Schultz and No. 97D.F.G.

(4) Under this name, 'Caramel' covers products of a more or less pronounced brown colour, intended for colouring. This designation does not correspond with the German 'Karamell' which is taken to mean the aromatic and sweetened product obtained by heating sugar, and used in confectionery and baking.

NOTICE

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of the Tariff Customs and Import Regulations of Overseas Countries. Every attempt is made therefore to group countries by Continents as far as possible. The leading notice is selected on the basis of its overall importance to traders. The fact that a country occasionally appears out of context arises from technical modifications unavoidable in the making-up of these pages.

EEC (*Continued*)

ANNEX II

Colour	E.E.C. Serial No.	Usual Name (1)	Schultz	C.I.	D.F.G. (2)	Chemical Name or Description
I. COLOURING MATERIALS FOR COLOURING THE WHOLE AND THE SURFACE:						
		Persian Berries extract, Rhamnetin, Rhamnazin	1369	(1234) 79.640	138	Extract of the berries of various types of *Rhamnus*, chiefly *infectorius*, *amydalinus* and *saxatilis*.
		Alkanet, Alkannin	1382	(1240) 75.520 75.530	140	Extract of the root of *alkanna tinctoria*.
		Vegetable caramelin	—	—	—	Cassel extract, obtained by the special treatment of certain peats and lignites.
		Erythrosine	887	(773) 45.430	93	*di*sodium or *di*potassium salts of 2 : 4 : 5 : 7-tetraiodofluorescein.
		Acid Brilliant Green BS, Lissamine Green (Green S).	836	(737) 44.090	86	Sodium salt of di-(*p*-dimethylaminophenyl)-2-hydroxy-1-naphthylmethane-3 : 6 disulphonic acid.
II. COLOURING MATERIALS FOR CERTAIN PURPOSES ONLY:						
		(For colouring sugars blue): Ultramarine Blue	1435	(1290) 77.007	—	Compound of aluminium, sodium, silicon and sulphur.

ANNEX III

STANDARDS OF PURITY

A. GENERAL STANDARDS OF PURITY

Apart from any exceptions provided for in the specific standards in Section B below, the colouring materials shown in Annex I must comply with the following standards of purity, the quantities and percentages being calculated on the pure colouring:

I. Inorganic impurities

(a) They must not contain more than 5 mg. per kg. of arsenic, 20 mg. per kg. of lead.
(b) They must not contain more than 100 mg. per kg. of the following products taken separately: antimony, copper, chrome, zinc, barium sulphate: or more than 200 mg. per kg. of these products taken together.
(c) They must not contain cadmium, mercury, selenium, tellurium, thallium, uranium, chromates or soluble barium compounds in detectable quantities.

II. Organic impurities

(a) They must not contain 2-naphthylamine, benzidine or 4-aminodiphenyl (or xenylamine), or their derivatives.
(b) They must not contain aromatic polycyclic hydrocarbons.
(c) Synthetic organic colouring materials must not contain more than 0·01 per cent. of free aromatic amines.
(d) Synthetic organic colouring materials must not contain more than 0·5 per cent. of synthetic intermediates other than free aromatic amines.
(e) Synthetic organic colouring materials must not contain more than 4 per cent. of subsidiary colours (isomers, homologues, etc.).
(f) Sulphonated organic colouring materials must not contain more than 0·2 per cent. of substances extractable by diethyl ether.

B. SPECIFIC STANDARDS OF PURITY

E.101 Lactoflavine (Riboflavine)

Lumiflavine: Prepare ethanol-free chloroform as follows; shake 20 ml. of chloroform with 20 ml. of water gently but carefully for three minutes and leave to stand. Draw off the chloroform layer and repeat the extraction twice using 20 ml. each time. Finally, filter the chloroform through dry filter paper, shake the filtrate well for 5 minutes with 5 g. of powdered anhydrous sodium sulphate, stand the mixture for two hours and decant or filter the clear chloroform. Shake 25 mg. of riboflavine with 10 ml. of the ethanol-free chloroform for 5 minutes and filter. The colour of the filtrate must not be more intense than that of an aqueous solution obtained by diluting 3 ml. of 0·1N potassium dichromate to 1,000 ml.

E.102 Tartrazine

Water-insoluble matter: not more than 0·2 per cent.
Subsidiary dyes: not more than 1 per cent.

E.103 Chrysoine S

Water-insoluble matter: not more than 0·2 per cent.

E.104 Quinoline Yellow

Water-insoluble matter: not more than 0·2 per cent.

E.105 Fast Yellow

Water-insoluble matter: not more than 0·2 per cent.
Subsidiary dyes: not more than 3 per cent.

Unsulphonated aromatic amines and aniline: not more than 10 mg. per kg.

(*a*) *Determination of 2-aminoazobenzene and 4-aminoazobenzene.* Dissolve *20 g.* of Fast Yellow in 400 ml. of water. Add 5 ml. of N sodium hydroxide, and shake four times with 50 ml. of chlorobenzene in a separating funnel for 5 minutes. Wash the combined chlorobenzene extracts with successive amounts of 400 ml. of 0·1N sodium hydroxide until the upper aqueous layer remains colourless. Filter the chlorobenzene solution through a thick folded filter paper and measure the extinction (E_1) in a spectrophotometer against chlorobenzene contained in cells of suitable thickness (d_1) at 414 mμ.

Calculation:

$$\text{2- and 4-aminoazobenzene (mg. per kg.) content} = \frac{E_1 \times 100}{0{\cdot}397 \times d_1}$$

Note:

$$E\ \begin{matrix}1\text{ mg./ml.}\\1\text{ cm.}\end{matrix}\ \text{at } 414\text{m}\mu. \begin{cases}\text{for 2-aminoazobenzene} = 39{\cdot}7\\ \text{for 4-aminoazobenzene} = 35{\cdot}2\end{cases}$$

The 4-aminoazobenzene content can only be determined up to 90 per cent. The following method allows the separation of the 2- and 4-compounds. Concentrate 100 ml. of the chlorobenzene extract to about 20 ml. on a water bath in a current of hot air. Pour the concentrated solution on an aluminium oxide column of suitable size. Elute with chlorobenzene. The first 100 ml. of the chlorobenzene eluate contain the 2-aminoazobenzene. Then continue to the elution of the *para* compound in chlorobenzene. Make up each solution to 100 ml. Measure the extinction of the *ortho* compound at 414 mμ (E_2) and that of the *para* compound at 376 mμ. (E_3).

$$E\ \begin{matrix}1\text{ mg./ml.}\\1\text{ cm.}\end{matrix}\quad 414\text{ m}\mu.\text{ for 2-aminoazobenzene} = 39{\cdot}7$$

$$E\ \begin{matrix}1\text{ mg./ml.}\\1\text{ cm.}\end{matrix}\quad 376\text{ m}\mu.\text{ for 4-aminoazobenzene} = 110$$

$$\text{2-aminoazobenzene (mg. per kg.) content} = \frac{E_2 \times 100}{0{\cdot}397 \times d_2}$$

$$\text{4-aminoazobenzene (mg. per kg.) content} = \frac{E_3 \times 100}{1{\cdot}10 \times d_3}$$

(*b*) *Determination of aniline:* Shake 75 ml. of the residual chlorobenzene extract with two successive portions of 50 ml. of 0·5N hydrochloric acid, then with two successive portions of 25 ml. of water. Neutralize the combined aqueous extracts with a 30 per cent. solution of sodium hydroxide and acidify with 10 ml. of 0·5N hydrochloric acid. Dissolve 1-2 g. of potassium bromide in this solution. After cooling in iced water add about 20 drops of 0·1N sodium nitrite and allow to stand for 10 minutes. Remove any excess nitrite by adding sulphamic acid. Pour the solution into about 5 ml. of 3 per cent. solution of R Salt (*di*Sodium 2-naphthol-3:6-disulphonate) added to 10 ml. of 2N sodium hydroxide. Allow to stand for 15 minutes. Acidify the solution of the dyestuff to Congo Red ST and filter. The aminoazobenzene dyestuff will remain on the filter. Dilute the filtrate to 200 ml. and measure the extinction at 490mμ. (E_4).

Calculation:

$$\text{Aniline (mg. per kg.) content} = \frac{E_4 \times 266}{2{\cdot}26 \times d_4}$$

$$E\ \begin{matrix}1\text{ mg./ml.}\\1\text{ cm.}\end{matrix}\quad 490\text{ m}\mu.\text{ for aniline} = 226.$$

(*Continued on next page*)

EEC (*Continued*)

E.110 Orange Yellow S

Water-insoluble matter: not more than 0·2 per cent.

E.111 Orange GGN

Water-insoluble matter: not more than 0·2 per cent.

E.120 Cochineal and carminic acid

Paper chromatography: with a solution of 2 g. of *tri*sodium citrate in 100 ml. of a 5 per cent. ammonia solution, cochineal gives only a single spot in the alkaline zone.

E.122 Azorubine

Water-insoluble matter: not more than 0·2 per cent.

Subsidiary dyes: not more than 1 per cent.

E.123 Amaranth

Water-insoluble matter: not more than 0·2 per cent.

E.124 Cochineal Red A

Water-insoluble matter: not more than 0·2 per cent.

E.125 Scarlet GN

Water-insoluble matter: not more than 0·2 per cent.

E.126 Ponceau 6 R

Water-insoluble matter: not more than 0·2 per cent.

E.131 Patent Blue V

Water-insoluble matter: not more than 0·5 per cent.

Chromium (expressed as Cr): not more than 20 mg. per kg.

Subsidiary dyes: not more than 1 per cent.

E.132 Indigotine

Water-insoluble matter: not more than 0·2 per cent.

Subsidiary dyes: not more than 1 per cent.

Isatinsulphonic acid: not more than 1 per cent.

E.141 Copper complexes of chlorophyll and chlorophyllins: A 1 per cent. solution of copper-chlorophyll complex in turpentine must not be turbid and must not give a sediment.

Copper (free ionisable Cu): not more than 200 mg. per kg.

E.151 Brilliant Black BN

Water-insoluble matter: not more than 0·2 per cent.

Subsidiary dyes: not more than 15 per cent. (The presence of subsidiary dyes of which the diacetyl compound has been identified is indispensable for obtaining the exact shade.)

Intermediates: not more than 1 per cent.

E.152 Black 7984

Water-insoluble matter: not more than 0·2 per cent.

Lead: not more than 10 mg. per kg.

Arsenic: not more than 2 mg. per kg.

E.153 Vegetable carbon, medicinal

Higher aromatic hydrocarbons: extract 1 g. of carbon black (*sic*) with 10 g. of pure cyclohexane for two hours. The extract must not show any colour. In ultra-violet light it must give practically no fluorescence. There must be no residue on evaporation.

Tar products: Boil 2 g. of carbon black (*sic*) with 20 ml. of N sodium hydroxide and filter. The filtrate must be colourless.

E.160 a Alpha-, beta-, gamma-Carotene

Chromatography: By adsorption on aluminium oxide or silica gel, pure beta-Carotene only gives one zone.

E.160 b Bixin and Norbixin (Anatto)

Chromatography:

(*a*) *Anatto.* Dissolve a sufficient quantity of anatto in benzene or sufficiently dilute a benzene solution of anatto to obtain a solution of the same colour as a 0·1 per cent. potassium dichromate solution. Pour 3 ml. of the solution at the top of the aluminium oxide column: elute slowly. Wash the column three times with benzene. Bixin is very strongly absorbed on the aluminium oxide surface and forms a brilliant orange red zone (distinction from Crocetin). A very pale yellow zone moves in general very quickly across the column, even with pure crystallized bixin. Bixin cannot be eluted with benzene, petroleum ether, chloroform, acetone, ethanol or methanol. But ethanol and methanol produce a colour change from orange to orange yellow.

Carr-Price Reaction: Remove the benzene from the column by washing three times with chloroform previously dried with potassium carbonate. After elution of the last chloroform washing add 5 ml. of Carr-Price reagent at the top of the column. The bixin zone immediately turns blue-green (distinction from Crocetin).

(*b*) *Bixin:* Dissovle 1-2 mg. of crystallized bixin in 20 ml. of chloroform. Add 5 ml. of this solution at the top of the prepared column. Rinse the solution with chloroform previously dried with sodium carbonate and proceed as under (*a*) *Carr-Price reaction.*

(*c*) *Alkaline solutions of norbixin:* Pipette 2 ml. of an aqueous anatto solution into a 50 ml. separating funnel. Add a sufficient quantity of 2N sulphuric acid to obtain a strongly acid reaction. Norbixin separates as a red precipitate. Add 50 ml. of benzene and shake vigorously. After separation, discard the aqueous layer and wash the benzene solution with 100 ml. of water until the solution is no longer acid. Centrifuge the solution (generally emulsified) of norbixin in benzene for 10 minutes at 2,500 r.p.m. Decant the clear norbixin solution and dry with anhydrous sodium sulphate. Add 3-5 ml. of this solution at the top of the aluminium oxide column. Norbixin, like bixin, forms an orange-red zone at the surface of the aluminium oxide. Treated by the elutants shown in (*a*) it behaves like bixin and also gives the Carr-Price reaction.

E.162 Beetroot Red and Betanin

Paper chromatography: With butanol saturated with 2N hydrochloric acid as solvent (ascending chromatography), betanin gives a single red spot with a brownish trail and small migration.

E.171 Titanium dioxide

Substances soluble in hydrochloric acid: Suspend 5 g. of titanium dioxide in 100 ml. of 0·5N hydrochloric acid and heat for 30 minutes on a water bath, shaking occasionally. Filter on a Gooch crucible containing three layers – the first large asbestos, the second, filter-paper pulp, and the third, fine asbestos. Wash with three successive 10 ml. portions of 0·5N hydrochloric acid. Evaporate the filtrate to dryness in a platinum dish, and ignite at a dull red heat to constant weight. The weight of the residue must not exceed 0·0175 g.

Antimony: not more than 100 mg. per kg.

Zinc: not more than 50 mg. per kg.

Soluble barium compounds: not more than 5 mg. per kg.

E.172 Iron oxides and hydroxides

Selenium: not more than 1 mg. per kg.

Mercury: not more than 1 mg. per kg.

E.181 Burnt Umber

Manganese oxides calculated as Mn_3O_4*:* not more than 8 per cent.

Incompletely burnt organic material: boil 2 grammes of burnt umber with 30 ml. of a 20 per cent. solution of potassium hydroxide and filter. The filtrate should be colourless.

English Translations of the EEC Regulations

THE FOLLOWING further translations of the EEC Regulations are now available from H.M. Stationery Office, Kingsway, London, W.C.2, and branches:

Regulation No. 124 – laying down the amount of levies *vis-a-vis* third countries in respect of slaughtered pigmeat and live pigs. Price 5d.

Regulation No. 125 – laying down the amount of levies *vis-a-vis* third countries on farmyard poultry eggs in shell, slaughtered poultry and live poultry not exceeding 185 grammes weight per head. Price 8d.

Regulation No. 126 – adjusting and laying down sluice-gate prices in respect of farmyard poultry eggs, slaughtered farmyard poultry and live poultry exceeding 185 grammes weight per head. Price 8d.

Regulation No. 127 – adjusting and laying down sluice-gate prices to apply to live pigs and slaughtered pigmeat for the period October, 1962, to December 31, 1962. Price 8d.

Regulation No. 128 – laying down transitional provisions in respect of flour and starch of manioc and other roots and tubers from the Associated African and Malagasy States. Price 8d.

Regulation No. 129 – on the value of the Accounting Unit and the exchange rates to be applied within the framework of the Common Agricultural Policy. Price 8d.

Regulation No. 130 – providing for exceptions to Article 17 of the Council's Regulation No. 19 in the matter of advance fixing of the levy on certain produce. Price 8d.

IRISH REPUBLIC

Fair Trade Commission

THE Department of Industry and Commerce in the Irish Republic have made the following announcement:

REPORT OF INQUIRY BY THE FAIR TRADE COMMISSION INTO THE OPERATION OF RESALE PRICE MAINTENANCE IN THE SUPPLY AND DISTRIBUTION OF WOMEN'S NYLON STOCKINGS AND HAND KNITTING YARNS

RESTRICTIVE TRADE PRACTICES (HAND KNITTING YARNS) ORDER, 1962

The Fair Trade Commission have furnished to the Minister for Industry and Commerce a Report of an inquiry held under the Restrictive Trade Practices Act, 1953, into the operation of resale price maintenance in the supply and distribution of women's nylon stockings and hand knitting yarns and, on the recommendation of the Commission, the Minister has made an Order under Section 9 of the Act, prohibiting resale price maintenance in relation to the supply and distribution of hand knitting yarns. The Order will require to be confirmed by an Act of the Oriachtas before it takes effect and the Minister is taking steps to initiate the necessary confirming legislation.

Copies of the Report and Order are now on sale and may be purchased from the Government Publications Sale Office, G.P.O. Arcade, Dublin, or through any bookseller, price 2s. 6d. and 4d. respectively (postage 4d. extra).

General Licence for Some Linen Goods of Northern Ireland Origin

THE IRISH REPUBLIC Revenue Commissioners have announced that as from November 27, 1962, the following types of linen goods imported into the Irish Republic from Northern Ireland will be admitted under a general licence, without payment of duty, subject to the conditions set out at paragraph 2 below:

(i) White linen piece-goods, not exceeding 3 ozs. per square yard in weight;
(ii) Vat-dyed plain linen piece-goods excluding white, cream and towelling;
(iii) Vat-dyed linen damask of any thread count whether piece-goods or made-up articles;
(iv) Linen damask piece-goods exceeding 80 inches in width;
(v) Linen furnishing fabric in Jacquard weave;
(vi) Altar linen in damask weave;
(vii) Linen tropical suitings;
(viii) White damask linen piece-goods and tablecloths and napkins exceeding 200 threads per square inch;
(ix) Suiting and dress fabrics composed of a mixture of linen and polyester fibre, provided that the mixture contains not less than 20 per cent. of polyester fibre;
(x) Plain woven white or cream linen piece-goods exceeding 150 threads per square inch;
(xi) Sheets and pillow cases made from linen piece-goods exceeding 150 threads per square inch;

For the purpose of the licence 'linen' shall be interpreted as material containing more than 60 per cent. by weight of linen.

2. Conditions – To qualify for free importation under the terms of the general licence the following conditions must be fulfilled:

(1) The goods must have been manufactured in Northern Ireland and the total proportion of value which is the result of labour within Northern Ireland shall be not less than 25 per cent.
(2) Where a number of separate articles are included in one parcel or shipment, each and every article shall be considered separately.
(3) The total value of an article shall be its cost to the manufacturer at the factory or works, and shall include the value of containers and other forms of interior packing ordinarily sold with the article when it is sold retail, but shall not include the manufacturer's or exporter's profits or the cost of exterior packing, carriage to land frontier or port and other charges incidental to the export of the goods subsequent to their manufacture.
(4) There may be included under the head of labour the cost to the manufacturer of any materials of purely Northern Ireland origin entering into the composition of the article (including the interior packing specified in the foregoing sub-paragraph), the cost of manufacture including wages, factory overhead charges, and the cost of the labour of packing for retail sale.
(5) The following may not be included in the proportion of value which is the result of Northern Ireland labour, namely, any materials or interior packings not entirely of Northern Ireland origin, manufacturer's profit or the profit or remuneration of any trader, agent, broker or other person dealing in the article in its finished condition, the expenses of placing the goods in outside packages for export, and the cost of such packages, transportation charges, insurance and any other charges for service after the goods leave the place of production or manufacture.
(6) The manufacturer shall undertake to produce his books and accounts for inspection if and when required by an official nominated by the Revenue Commissioners, for the purpose of verifying the particulars in the Certificate of Origin.
(7) A Certificate of Origin, duly completed, on Form 120B in lieu of Form 120A (Sale) shall be furnished in respect of the goods.

In addition, in the case of goods of the types mentioned at (ii), (iii), (vii) and (ix) above, the relative invoice or invoices must bear a certificate by the Belfast Chamber of Commerce to the effect that the goods being imported are of the particular type described, i.e. vat-dyed in the case of (ii) and (iii), tropical suitings in the case of (vii) and suitings or dress fabrics in the case of (ix).

3. Entry—The relevant entry on the Form 107 (Sale), or, in the case of importations by post, the Declaration Form, should be clearly noted—'Imported under General Licence.'

FINLAND

Price Controls Imposed

THE FINNISH GOVERNMENT have announced, with effect from November 26, 1962, price controls on a wide range of essential goods and services. The principal goods and services affected are as follows: *Goods* – most types of dairy and bakery produce, preserved foodstuffs, tea, coffee, cocoa, soft drinks, soap, clothing, footwear, furniture, domestic equipment, bicycles, agricultural machines, paints, cement and liquid fuel. *Services* – electric power, telephones, laundry and dry-cleaning, public baths, hair dressers, cinemas and public transport. The prices on these may not exceed the level prevailing on November 20, 1962.

The Finnish Government have stated that the price-freeze is only intended to last a few months, until the new currency regulations, which come into force at midnight on December 31, 1962, are operating smoothly (see page 476, *Board of Trade Journal*, August 31, 1962). To assist the currency conversion, from December 15, 1962, all prices in shops must be shown in both old and new marks.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Horse Guards Avenue, Whitehall, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2368), quoting C.R.E. 13130/62.

FRANCE

Global Quota for Seed Potatoes

THE FRENCH *Journal Officiel* of October 5, 1962, and November 25, 1962, announced the opening of a quota for the import of seed potatoes (Tariff No. 07-01 A I a) for the period up to and including June 30, 1963.

The quota is fixed at 40,000 metric tons, of which 30,000 tons are reserved for the import of early potatoes during the period up to December 15, 1962, and the remaining 10,000 tons for the import of floury potatoes during the period up to June 30, 1963.

Import licences will be valid for 20 days, up to but not beyond December 15, 1962, in the case of the early potatoes and up to but not beyond June 30, 1963, in the case of the floury potatoes.

The French text of the above notice may be seen at the Export Service Branch, Room E. 38, Hillgate House, 35 Old Bailey, E.C.4.

AUSTRIA

Reciprocal Enforcement of Judgments

A CONVENTION has been concluded between Great Britain and Austria, relating to the reciprocal recognition and enforcement of judgments which came into force on the July 14, 1962.

Details of the Reciprocal Enforcement of Foreign Judgments (Austria) Order 1962 have been published as Statutory Instruments, 1962, No. 1339, which is obtainable from H.M. Stationery Office, price 1s. net.

ITALY

Duty-free Quota for Seed Potatoes

AN ITALIAN MINISTERIAL DECREE of November 7, 1963 fixes at 85,000 quintals the level of duty-free imports of seed potatoes from non-EEC countries for the period January 1, to December 31, 1962. The varieties covered are: Krasava, Akeroegen, Siegliude, Majestic and Keuvebec.

PORTUGAL

Drawback of Duty on Anhydrous Ammonia

IT HAS BEEN announced in the Portuguese *Diario do Governo* that until December 13, 1962 the import is permitted, under the drawback system, of 2,200 tons of anhydrous ammonia for making azotic fertilizers of mineral or chemical origin, intended for export.

When the fertilizers are exported the amount of duty corresponding to the quantity of anhydrous ammonia used in making them will be refunded.

The Portuguese text of Decree No. 44.637 is held in the Board of Trade, Export Services Branch, Hillgate House, Old Bailey, London, E.C.4. (Tel. CITy 5577, Ext. 460).

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian Assets

THE IMPENDING LIQUIDATION of the following thirteen Indian firms has been reported by H.M Consulate-General, Lourenço Marques. Claims against assets must be submitted by December 22, 1962.

(1) Narottam Makan Irmaos
(2) Govanbhai Fakirbhai Filhos
(3) Dayabhai and Morar
(4) Dagibhai Prema Ca
(5) Xipamanine Comercial
(6) Kantilal Sopaldas Ca
(7) Shantilal Parshotam Ca
(8) Ravjee Madhavjee Ca (Gaza)
(9) Nathalal Mulgi Ca
(10 Mulchande Rugnath Ca
11) Baboo Ranchhod Ca
(12) Centro Comercial de Joao Belo
(13) Vithaldas Prabhudas Ca.

Details regarding submission of claims were given in the *Board of Trade Journal* of September 7 and October 5, 1962. Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, Whitehall, London, S.W.1. (Tel. Trafalgar 8855, Ext. 3082).

FEDERATION OF RHODESIA AND NYASALAND

Application for Increased Duty

THE BRITISH TRADE Commissioner at Salisbury has reported that the Ministry of Commerce and Industry has received an application for an increase in the Customs Duty applicable to the following commodities. Britain pays the Column D rate of duty.

Tariff Item	Description of Commodity	Rates of Duty			
		Duty A	Duty B	Duty C	Duty D
70	Socks and stockings:				
	Present duties . . . *ad val.*	40%	25%	25%	10%
	Requested duties:				
	(i) Socks and stockings (except ladies' stockings) . . *ad val.*	50%	35%	35%	20%
	(ii) Ladies' stockings . *ad val.*	40%	25%	25%	10%

Where British trade organizations are thought to be interested in the above application they are being informed and it is suggested that any British firm desiring to make representations to the Ministry of Commerce and Industry and belonging to a trade organization should get into touch with that body in the first instance. Firms proposing to make independent representations to the Federal Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Export Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 13717/62. The closing date for the receipt of such representations by the Federal Ministry of Commerce and Industry is January 11, 1963.

UNITED ARAB REPUBLIC (EGYPT)

New General Organization Lists

THE EGYTIAN GOVERNMENT have further revised the list of companies attached to the General Egyptian Organization for Foodstuff Industry (*Board of Trade Journal* of November 23, 1962), and in addition have produced new lists for:—

(a) General Egyptian Organization for Chemical Industries.
(b) General Egyptian Organization for Petroleum.
(c) General Egyptian Organization for Pharmaceuticals, Chemicals and Medical Requisites.

These lists can be seen at the Board of Trade Library, Horse Guards Avenue, London, S.W.1.

KENYA

Import Licensing Control

DETAILS were published in the *Board of Trade Journal* of April 27, 1962 (page 922), of the Kenya Control of Imports Order 1962. Legal Notice No. 549 published by the Kenya Ministry of Commerce and Industry on November 16, 1962, adds the following item to the list for which specific import licences are required.

Item No.	Description of Commodity
012.01.00	Meat: Salted, dried, smoked or cooked, not tinned. Bacon only.

SIERRA LEONE

Customs Tariff Amendment

CUSTOMS TARIFF (Amendment) (No. 4) Order, 1962, published in the Sierra Leone *Official Gazette* of November 15, 1962, amends item 14C of the First Schedule of the Customs Tariff (published in the *Board of Trade Journal* of August 10, 1962, p.337) as follows:

First Schedule – Import duties

Item		Preferential Tariff	General Tariff
14C	Footwear: Plastic sandals . . . . . Pair	1s. 6d. or 25% *ad valorem* whichever is the higher.	2s. 0d. or 32½% *ad valorem* whichever is the higher.

B.O.T. Departments, Overseas Officers and Commercial Inquiry Officers

	Last published in Board of Trade Journal
British Commercial Representatives Overseas	10 Aug. 1962
Board of Trade Departments . . .	3 Aug. 1962
Board of Trade, Regional Controllers . .	9 Nov. 1962
E.C.G.D. Local Offices . . .	14 July 1961
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	17 Aug. 1962
U.S. Consular Offices in the U.K. . .	21 July 1961

ISRAEL

Import Regulations

AT THE beginning of October, the Ministry of Commerce and Industry in Israel issued the following list of 22 items now eligible for import licences:

1. Shellac
2. Linseed Oil
3. Sewing Machines for domestic use.
4. Starches except Potato Starch
5. Soups
6. Duplex Carton
7. Medical Cotton Wool
8. Enamel Household Utensils
9. Spools for winding yarn (cones made of paper-board)
10. Protective Industrial Gloves—according to Tariff Item 42.03 (A) (9)
11. Machinery Belting made up in the length according to Tariff Item 42.04 (A) (1)
12. Phenol Formaldehyde Powder
13. Electric Ceramics (see Annex 1)
14. Gas Fittings
15. Tools (see Annex 2)
16. Electric Gramophones (without record changers)
17. Washing Machines
18. Electric Stoves
19. Electric Food-Preparing Appliances
20. Electric Heating and Drying Stoves
21. Electric Kettles
22. Gas Stoves

ANNEX 1

Item 13 above (Electric Ceramics) covers the following:

1. Fuse Bases (English Type)
   - Regular 15 Ampere
   - " 30 "
   - " 60 "
   - " 100 "
   - Bolt 15 "
   - " 30 "
   - " 60 "
2. Carriers for Fuse Bases (English Type)
   - Regular 15 Ampere
   - " 30 "
   - " 60 "
   - " 100 "
3. Fuse Bases—Continental Type (without head)
   - Miniature 6 Ampere Bolts 25 Ampere
   - " 25 " " 60 "
   - " 60 " " 100 "
   - " 100 " " 200 "
   - " 200 "
4. Carriers—Continental Type
   - 6 Ampere
   - 25 "
   - 60 "
   - 100 "
   - 200 "
5. Fuse Bases (for mounting on Distribution Boards)
   - 25 Ampere
   - 60 "
   - 100 "
   - 200 "
6. Porcelain Rings
   - 25 Ampere
   - 60 "
   - 100 "
   - 200 "
7. Low Tension Insulators
   - N. 60
   - N. 80
   - N. 95 (without cups)
   - Egg Shaped Insulators (normal)
   - Egg Shaped Insulators (giant)
   - Shackle type Insulators
   - Glazed Aerials
   - Unglazed Aerials
   - Fences
   - Busbar Insulators 1/4"
   - " " 1/2"
   - " " 5/30"
   - " " 5/50"
8. Rods
   - No. 25 glazed
   - " 30 "
   - " 30/30 unglazed
   - " 45/45 "
   - " 45/45 glazed
9. Lamp Holder Insulators
   - Single Lamp Holder Insulators No. 1
   - " " " " " 2
   - " " " " " 3
   - " " " " " 4
   - Double " " " " 1
   - " " " " " 2
   - " " " " " 3
   - " " " " " 4
   - 3 Poles " " "
10. Lamp Holders
    - Brass holders with ceramic rings
    - Ceramic lamp holders—ordinary
    - Ceramic lamp holders with threads 5/8"
    - " " " " 3/4"
    - Lamp holder—Edison type
11. Fuses
    - 6 Ampere
    - 10 "
    - 15 "
    - 20 "
    - 25 "
    - 35 "
    - 50 "
    - 60 "
    - 80/100 "
    - 125/240 "
    - 660 " (Tecaramic production only)
12. Porcelain Entries
    - 13/90
    - 16/90
    - 21/90
    - 23/90
    - 36/40
    - 16/180
    - 21/180
    - 23/180
    - 29/180
    - 36/180
13. StarType Sockets
    - 2"
    - 2½"
    - 3"
    - Bells 2"
    - " 2½"
    - " 3"

(*Continued in next column*)

ANNEX 2

Item 15 above (Tools) covers the following:

1. Screws for the manufacture of joiner working bench
2. Crescent type adjustable spanners and wrenches in lengths of 5 to 13 inches
3. Slip joint pliers, adjustable, in lengths 7 to 9 inches
4. Pliers or vices, adjustable for pipes in lengths from 7.5 to 10.5 inches
5. Carpenter or shouldered Pincers in lengths from 5 to 9 inches
6. Locksmiths tongs
7. Tyre levers
8. Wall chisels
9. Door hinge chisels
10. Screwdrivers and sets excluding automatic screwdrivers and including electrical testing types
11. Engineers' hammers, Joiners and Claws' hammers
12. Painters scrapers and putty knives, riveting sets and trowlers
13. Case openers (Nail extractors)
14. Wheel Pullers
15. Machine Vices in breadth from 2½ to 8 inches
16. Welding Rods
17. Scribers and Centre punches
18. V—Block
19. Vice, clamps and cramps
20. Punches (solid nail sets)
21. Hollow punches
22. Die Stocks & Handles
23. Steel Letters and numbers for embossing
24. Bearing Extractor
25. Plastic Hammers
26. Copper Hammers
27. Frames for saws for metal and wood
28. Solders
29. Glass Cutters for tiles
30. Pipe cutters
31. Pipe cutter wheels
32. Scrapers for piston grooves
33. Sleeve extractors
34. Stone Bits (non-carbide metals)
35. Awls
36. Grip Wrenches
37. Plumb bobs

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel: Trafalgar 8855, Ext., 2023), quoting reference CRE 1060/G3.

Exporters' Guide Supplement

The Supplement to the third edition of 'The Exporters' Guide to the Wool Textile Markets of the World,' published by the National Wool Textile Export Corporation, is now available. The fourth edition of the Guide is expected to be published towards the end of 1963. Copies free from the Corporation at Commerce House, Bradford 1.

South American Handbook 1963

The 39th annual edition of 'The South American Handbook 1963' gives up-to-date information on the Latin American Continent, Mexico and Cuba.

Copies: Trade and Travel Publications Ltd., 14 Leadenhall Street, London, E.C.3. Price 12s. 6d. By post 14s.

REPUBLIC OF SOUTH AFRICA

Customs Tariff Changes

GOVERNMENT NOTICE No. R.1871 published in the *South African Government Gazette* of November 16, 1962 sets out the following amendments to the Customs Tariff with effect from that date. Britain pays the intermediate date of duty unless otherwise stated.

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
		Cents	Cents	Cents
76	Cotton:			
	By the addition, in sub-paragraph (A) of paragraph (6) (a) (viii), after the word 'prints' of the words 'and fabrics raised on one or both sides'.			
	By the substitution for sub-paragraph (B) of paragraph (b) (a) (viii), of the following sub-paragraphs:			
	'(B) raised on one or both sides of a free-on-board price not exceeding 80 cents per lb. by weight of material	50%	10% or	15%
	per yard	Free whichever greater,	1½ duty shall and in	2½ be the addition
		Free (U.K.)	Free	35%
	(C) Other	5%	10% or	15%
	per yard	Free whichever (U.K.)	1½ duty shall b	2½ e the greater
	By the substitution, for the heading to sub-paragraph (ix) of paragraph (6) (a), of the the following heading: 'raised on one or both sides provided there is incorporated in its construction not less than 30% by weight of coloured yarns in such a manner as to form stripes in the warp, but excluding winter sheeting'.			
	By the deletion, in sub-paragraphs (xi), (xii), (xiii), (xiv), (xv), (xvi), (xvii) and (xviii) of paragraphs (6) (a), of the word 'raised'.			
	By the addition in sub-paragraph (A), of paragraph (6) (b) (ix), after the word 'prints' of the words 'and fabrics raised on one or both sides'.			
	By the substitution, for sub-paragraph (B) of paragraph (6) (b) (ix), of the following sub-paragraphs:			
	'(B) raised on one or both sides of a free-on-board price not exceeding 80 cents per lb. by weight of material . .	—	10%	50%
	(C) raised on one or both sides of a free-on-board price exceeding 80 cents per lb. by weight of material . .	—	10%	—
	(D) other	—	10%	15%
	By the substitution, for the heading to sub-paragraph (x) of paragraph (6) (b), of the following heading: 'raised on one or both sides provided there is incorporated in its construction not less than 30% by weight of coloured yarns in such a manner as to form stripes in the warp, but excluding winter sheeting'.			
	By the deletion, in sub-paragraphs (xii), (xiii), (xiv), (xv), (xvi), (xvii), (xviii) and (xix) of paragraph (6) (b), of the word 'raised'.			
78	Man-made fibres:			
	By the substitution, in sub-paragraph (ii) of paragraph (6) (c), for the words 'raised, plush or pile, including corduroy, velvets, velveteens and flannelette' of the words 'plush or pile'.			
	By the substitution, for sub-paragraph (iv) of paragraph (6) (c), of the following sub-paragraph:			
	'(iv) raised on one or both sides provided there is incorporated in its construction not less than 30% by weight of coloured yarns in such a manner as to form stripes in the warp, but excluding winter sheeting	5%	5% or	10%
	per yard	Free whichever (U.K.)	2½ less 5% duty shall greater	3½ less 5% be the

The notice also provides for the following amendments to the 'General Note' to the Customs tariff:

Paragraph (23) (a) – 'Calico' means plain unprinted,* unbleached, loomstate, calendered, brushed, cropped, scoured, bleached, dyed, glazed, mercerized or shrunk materials manufactured in a plain weave with single or double ends or a combination of single and double ends from single or plied yarns or a combination of single and plied yarns, with a composition of 50 per cent. or more by weight of cotton, but excluding:

(4) all types of material raised on one or both sides, provided there is incorporated in their construction a condenser or similar soft spun yarn weft of a count not finer than 16's cotton.

By the substitution, for paragraph (4) of paragraph (23) (a), of the following sub-paragraph:

'(4) fabric raised on one or both sides provided there is incorporated in its construction not less than 30 per cent. by weight of coloured yarns in such a manner as to form stripes in the warp.'

Paragraph (23) (b) – 'Drill,' 'twill' and 'sateen' means plain unprinted,* unbleached, loomstate, calendered, brushed, cropped, scoured, bleached, dyed, glazed, mercerized or shrunk materials manufactured in a twill or sateen weave, with a composition of 50 per cent. or more by weight of cotton, but excluding:

(4) all types of material raised on one or both sides, provided there is incorporated in their construction a condenser or similar soft spun yarn weft of a count not finer than 16's cotton.

By the substitution, for sub-paragraph (4) of paragraph (23) (b), of the following sub-paragraph:

'(4) fabric raised on one or both sides provided there is incorporated in its construction not less than 30 per cent. by weight of coloured yarns in such a manner as to form stripes in the warp.'

Paragraph 23 (c) – 'Winter sheeting' means a woven cloth commonly used as bed sheeting, containing 50 per cent. or more by weight of cotton, rayon or cellulose acetate or mixtures of rayon and cellulose acetate, unbleached, bleached, dyed or coloured woven, raised on one or both sides manufactured from single or folded yarns of a cotton count 40's or 2/80's and coarser in the warp, and single condenser or similar soft spun yarn in the weft of a count not finer than 16's, in a width 50 inches and higher, weighing 3½ ounces or more per square yard, and the total number of threads in both warp and weft in one square inch of the fabric being not less than 45.

By the deletion, in paragraph (23) (c), of the words 'condenser or similar soft spun'.

Paragraph (23) (e) – 'Raised woven fabric in the piece' shall mean all types of piece-goods raised on one or both sides provided there is incorporated in their construction a condenser or similar soft spun yarn weft of a count not finer than 16's cotton.

By the substitution, for paragraph (23) (e), of the following paragraph:

'(e) (No paragraph)'.

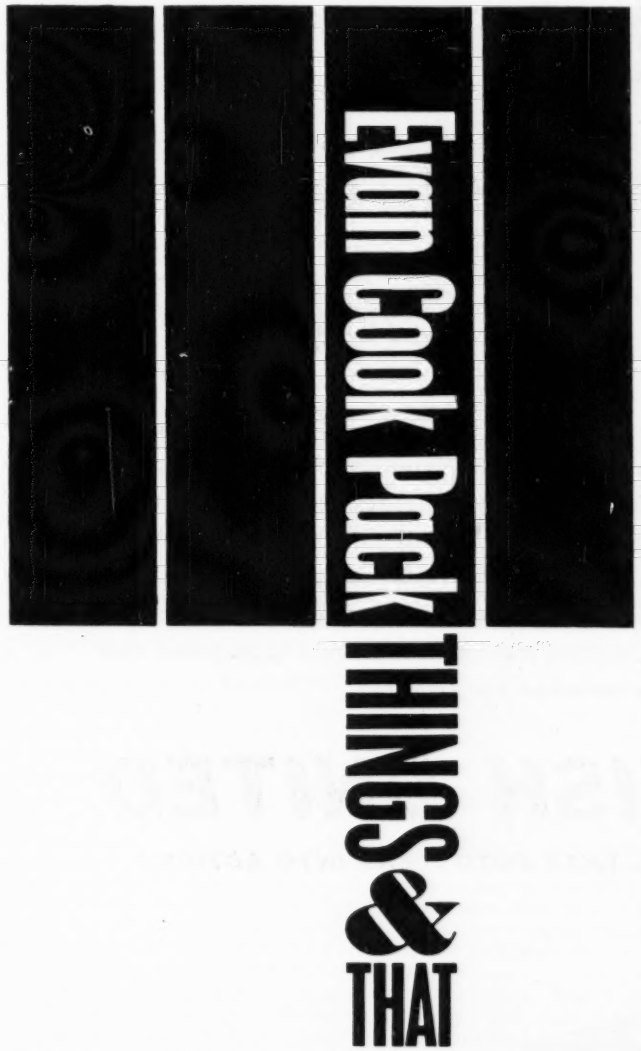
*NOTE. – The term 'plain unprinted' includes material printed on the reverse side only and also material printed on either side with fugitive colours or dyes.

Definition of Manufacture of a Particular Territory

DETAILS were given in the *Board of Trade Journal* of June 29, 1962 (page 1449) of Government Notice No. 898. Government Notice No. 1877 published in the *Republic of South African Government Gazette* of November 16, 1962 repeals that Notice and states that the following goods classifiable under the tariff items indicated, shall not be regarded as having been produced or manufactured in any particular territory unless the spinning weaving and printing processes were performed in that territory:

Tariff Item	Goods
76 (6) (a) (viii) (A) 76 (6) (b) (ix) (A)	Printed woven fabrics in the piece, containing 50% or more by weight of cotton, of a free-on-board price not exceeding R1·10 per lb. by weight of material, excluding indigo blue discharge prints and fabrics raised on one or both sides.
78 (6) (d) (ix) (A)	Printed woven fabrics in the piece, containing more than 50% by weight of rayon or cellulose acetate or mixtures thereof, of a free-on-board price not exceeding R1·10 per lb. by weight of material, excluding indigo blue discharge prints, and all napped or raised, plush or pile and embossed fabrics.
78 (7) (a) (v) (B)	Printed woven fabrics in the piece, containing more than 50% by weight of man-made fibres other than rayon or cellulose acetate, of a free-on-board price not exceeding R1·10 per lb. by weight of material, excluding indigo blue discharge prints.
80 (4) (a) (vi) (A)	Printed woven fabric in the piece, containing in their composition cotton or man-made fibres or mixtures thereof, in respect of which no single fibre taken separately, or rayon and cellulose acetate or wool and hair taken together, exceeds 50% by weight, except in the case of cotton which shall constitute less than 50% by weight, of a free-on-board price not exceeding R1·10 per lb. by weight of material, but excluding indigo blue discharge prints.

(*Continued on page* 1195)



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GOVERNMENT OF INDIA

SALE BY TENDER

QUININE AND ITS SALTS

The Director-General of Supplies and Disposals, National Insurance Buildings, Parliament Street, New Delhi, invites tender for the *purchase* and removal of the following stores:

Tender No. DGS & D/Global-11/Misc.-520807-809/54 due on February 6, 1963.

Stores	Total Quantity	Location		
Quinine and its Salts		Government Medical Stores Depot		
		Calcutta	Bombay	Madras
	Kg. (Approx.)	Kg.	Kg.	Kg.
Quinine Sulphate	28,000	—	—	28,000
Cinchona Febrifuge	49,012·648	2,205·378	575·27	46,232
Totaquina ...	6,392·566	316·566	—	6,076
Cinchona Bark ...	5,905·738	5,905·738	—	—
	Nos.		Nos.	Nos.
Tablets Quinine Sulphate 300 mg.	3,61,99,520	—	2,69,99,520	92,00,000
Tablets Quinine Hydrochloride (4 grains) ...	39,99,540	—	39,99,540	—

Quinine and its salts are not notified under the Imports and Exports (Control) Act, 1947, and hence no export licence is required for export thereof under the Export Control Regulations.

THE SALE OF QUININE AND ITS SALTS IS FOR EXPORT PURPOSES ONLY AND ITS SALE FOR CONSUMPTION IN INDIA WILL NOT BE PERMITTED. The Tenderers are required to give an undertaking that the stores purchased will not be sold for consumption in India and proof of export should be furnished to this office in due course.

Tenders should be addressed to the Director-General of Supplies and Disposals, Disposals Wing (Veh. Misc. & Tax. Section), N.1 Building, Parliament Street, New Delhi, and should reach him by 2.30 p.m. on February 6, 1963, and will be opened on the same day at 3 p.m. in public.

Each Tender must be accompanied by two Deposit-at-Call Receipts one for 5 per cent. of tendered value as Earnest Money and the other for 5 per cent. of the tendered value as Security Deposit. For details please see special conditions with the tender.

Tender forms containing particulars of stores, location, instruction to tenderer, conditions of sale, instructions to deposit earnest money/security deposit and permit to view the stores at site, etc., can be had on payment of 7 Sh. 6d. (non-refundable) per tender payable in cash or by money order from D.G.S. & D., New Delhi. Sale of tender forms at all places will stop at 3 p.m. on February 5, 1963.

N.B.—All sales are strictly on the basis of 'as is where is'.

The Director-General of Supplies and Disposals reserves the right to reject all or any offers without assigning reasons therefor.

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South Africa (*Continued*)

Rebate of Duty for Manufacturing Purposes

GOVERNMENT NOTICE No. R. 1872 published in the Republic of South Africa *Government Gazette* of November 16, 1962, amends the Second Schedule of the Customs Tariff as follows:

Tariff Item	Article	Duty Rebated as under
491	INDUSTRY FOR THE MANUFACTURE OF CLOTHING OTHER THAN SHIRTS, COLLARS, PYJAMAS, NIGHTDRESSES, KNITTED APPAREL, WATERPROOF CLOTHING AND CLOTHING OF REAL OR IMITATION FUR: By the deletion, in sub-paragraph (xix) of paragraph (1) (a), of the words', raised fabrics'. By the deletion, in sub-paragraph (xxiii) of paragraph (1) (a) of the words', raised fabrics'.	
493	SHIRT, COLLAR AND PYJAMA SUIT MANUFACTURING INDUSTRIES: By the deletion, in paragraph (11), of the words', raised fabrics'.	
506	INDUSTRY FOR THE MANUFACTURE OF PILLOWS AND PADDED QUILTS (INCLUDING DOWN QUILTS): By the deletion of the words', raised fabrics', wherever they appear.	
507	NIGHTDRESS MANUFACTURING INDUSTRY: By the deletion, in paragraph (9), of the words', raised fabrics'.	

Customs Tariff Applications

CUSTOMS TARIFF Application List No. 323 published as Government Notice No. 821 in the Republic of South Africa *Government Gazette* of November 23, 1962, states that the Board of Trade and Industries have received the following applications affecting the Republic's Customs Tariff:

1. For an increase in duty on:

   Knitted outerwear for infants, including bonnets and caps from 15 per cent. *ad valorem* in the intermediate column to the various duties under tariff item 65 (b) (iv).

Where British trade organizations are thought to be interested in the above applications they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African Authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference CRE. 13529/62.

2. For the withdrawal of rebate facilities on cord fabric, other than of cotton or rayon or cellulose acetate or mixtures thereof, for the manufacture of tyres provided for under tariff item 671(6).

It is expected that the South African industries at present enjoying these rebates will submit evidence in favour of their retention, but if any British interests affected should consider that they have evidence on the matter not likely to be available to the South African Board of Trade and Industries they should communicate with the Commercial Relations and Exports Department as above quoting reference CRE 13700/62.

AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The undermentioned goods will be admitted under the following tariff items until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DROSS: Being printers' type metal scrap imported for refining and subsequent return of the refined type metal to the exporter, under security Being scrap white metal, imported for refining and subsequent return of the refined metal to the exporter, under security	400	Free

(*Continued in next column*)

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DRUGS, CHEMICALS AND MEDICINES: Medicines, viz.: Phenoxypropazine	285 (B) (1)	Free
GAUZES OF PLATINUM or in chief part by weight of platinum, suitable for use as catalysts, whether or not made up into articles	449 (A) (1)	Free

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

FILMS: Exposed or developed: In lengths not exceeding 100 feet, as follows: Films which, in the opinion of the Minister, are films exposed abroad by amateur photographers depicting items mainly of interest to the photographer and friends in Australia and not suitable for normal commercial screening Films which, in the opinion of the Minister, are educational	320 (C) (2) (a) (1)	Free
LEATHER for use in the manufacture or repair of organ bellows, under security	449 (A) (1)	Free
PAPER AND PAPERBOARD: Boards, n.e.i.: The free-on-board price per ton of which is not less than the price per ton as shown below: (i) For boards composed of flat paper and reinforcing fibres laminated with adhesives composed of or in chief part by weight of natural or synthetic resins – £355 (ii) For boards, embossed, but not coated or printed, not covered by clause (i) – £235 (iii) For boards composed of flat paper and reinforcing fibres laminated with bituminous, asphaltic or tar adhesives, not covered by clause (i) or (ii) – £216 (iv) For boards, not coated, embossed or printed in any way, not covered by clause (i), (ii) or (iii) – £190	334 (Q) (2)	Free
SURGICAL AND DENTAL AND VETERINARY, ETC.: The By-law relating to 'Surgical and Dental and Veterinary, etc., Instruments and appliances, etc.' under Tariff Item 419 (C) (2), as published in the *Board of Trade Journal* of October 9, 1959 (page 508) and subsequently amended in the *Board of Trade Journal* of January 22, 1960 (page 184), June 24, 1960 (page 1388), July 1, 1960 (page 42), September 9, 1960 (page 604), April 13, 1962 (page 830) and October 5, 1962 (page 723) is further amended as follows: *ADD* to the list of goods *excepted* from admission under Item 419 (C) (2) the following: orthodontic instruments and appliances, viz.: band strips with or without attachments buccol tubes lock pins		
VEHICLE PARTS: The By-law relating to vehicle parts under Tariff Item 359 (D) (3) published in the *Board of Trade Journal* of November 3, 1961 (page 940) is now amended: By adding to the table of goods excluded, the following: propellor shaft assemblies of the needle roller type, including shaft assemblies, yoke assemblies, spider assemblies (universal joint), bearing assemblies (universal joint), rings (universal joint bearing retainer) and shields (universal joint).		

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

CLIPS, metal, being hinged rings mounted on metal bands, for loose leaf books	340 (B)	22½% *ad val.*

Note: Specific rates are quoted in Australian currency: £A125 = £ *Sterling* 100.

Tariff Changes

CHANGES have been made in the Australian Customs Tariff which increase the rates of duty payable on certain glass fibre products.

Details of these changes will be published in the *Board of Trade Journal* as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

CEYLON

A Statement of Policy on Import Control

ON November 20, 1962, the Minister of Commerce, Trade, Food and Shipping issued the following statement on the Ceylon Government's revised import policy:

On the 10th of October this year, all the imports of the Island – excluding Food, Petroleum, Fertilizers and Drugs (Approved by the Hospitals Formulary Committee) were brought under Import Licence Control. This decision was taken by the Government for three main reasons:

(i) To prevent the large-scale abuses of trading facilities under the Open General Licence system;
(ii) To conserve foreign exchange and promote industrial development;
(iii) To provide for the proper utilization of our limited external resources in accordance with a carefully planned scheme of priorities.

The immediate objective of import control will, however, be to check the continuous drain on our foreign exchange resources by preventing wasteful expenditure on luxuries and non-essentials and on imports which bear no relation to genuine local needs.

Essential Imports

In the administration of import control every effort will therefore be made to permit the smooth flow of all imports which serve the essential needs of the country. In other words, **imports will be regulated in such manner as to permit essential goods into the country, to the full extent of actual requirements.**

In accordance with this policy licences will be issued as from December this year, for essential items in the following groups of commodities:

1. Industrial raw materials
2. Chemical elements and compounds
3. Machinery and capital equipment
4. Pharmaceutical raw materials
5. Medicinal herbs used in indigenous medicine
6. Scientific and medical instruments and appliances
7. Books and periodicals
8. Sports goods
9. Optical lenses
10. Newsprint and paper (other than writing and printing paper)
11. Photographic and cinematographic supplies (other than apparatus and appliances)
12. Spares for road motor vehicles (other than 'embellishments' and accessories)
13. Components and spares for essential machinery; implements and tools
14. Base metals
15. Approved items of:
    (a) Electrical apparatus and appliances
    (b) Building materials
    (c) Manufactures of iron and steel

It is estimated that, on this basis, import licences will be granted for 1963 for the import of these goods to the extent of 80 per cent. to 100 per cent. of their 1961 levels of imports (the estimated figure for industrial raw materials is around 130 per cent.).

Other Essential Imports

Other 'essential goods' (some of which, in the recent past, have been imported in unprecedented quantities, in anticipation of import restrictions) will be permitted to be imported in reasonable quantities during 1963. This group of imports will include the following:

1. Textiles
2. Tyres and tubes for motor vehicles
3. Specified food items: cheese, etc.
4. Drink and tobacco
5. Cosmetics and toilet preparations
6. Distemper, paints and enamels
7. Wax polishes and similar preparations
8. Musical instruments, phonographs and records
9. Fountain pens
10. Sewing machines (components)
11. Radio components
12. Electric fans (components)
13. Specified items of electric apparatus and appliances
14. Chassis (with engines mounted) of lorries, trucks and vans
15. Specified items of office requisites
16. Miscellaneous manufactured goods

On this basis of exchange allocation, it is estimated that licences will be granted for 1963 for the import of these goods to the extent of 50 per cent. to 80 per cent. of their 1960-61 levels of imports.

Licensed Imports (1962-63)

Within the last two months **the Department of Import Control has provided for the importation, during the next four to five months, of goods to the value of over Rs. 220 million** – this is nearly one quarter of the annual value of goods under licence control. About Rs. 150 million in foreign exchange will be consumed by imports covered by irrevocable Letters of Credit which had been opened by local importers prior to the introduction of import control. On the basis of prior commitments, **textiles to the value of nearly Rs. 45 million** (approximately one-fourth of our average annual Textile Import Bill) will arrive in the island within the next two or three months. In regard to **tyres and tubes for motor cars, lorries, and vans, the imports during the eight months of 1962 have exceeded the 1961 value of imports. For these reasons the saving in foreign exchange anticipated this year will not be realised on these two import items.**

Non-Essential Imports

Among the other imports which will arrive in the island within the next five months, on the basis of irrevocable commitments under Letters of Credit etc., are:

	Rs.
(1) Sun glasses	50,000
(2) Cigarette lighters	100,000
(3) Cigarette lighter flints	1,000,000
(4) Perfumery	83,000
(5) Bangles and beads	7,000
(6) Wall paper	1,500
(7) Waste paper and old paper	700,000
(8) Floor tiles	65,000
(9) Domestic ware	100,000
(10) Ball point pens	2,200,000
(11) Plastic sheets with floral designs	1,200,000
(12) Floor covering	32,000
(13) Chilled/frozen fruits	21,500
(14) Bicycle parts ('banned items')	100,000
(15) Electric lamps	235,000

Some problems of Import Control

A disconcerting fact that emerges from an analysis of our trade is the enormous waste of our foreign exchange resources on a wide range of non-essentials and on **goods for which there does not seem to be any justifiable basis for importation.** It is all too clear, for instance, that the import of over two million rupees worth of cigarette lighter flints during this year could not have been inspired by local demand, or the import of three years supply of razor blades was by no means a normal reaction to consumer demand in this country.

These are some of the problems which will engage the attention of the import control administration. **The creation of 'artificial scarcities' and profiteering in goods under licence are some of the other dangers we must guard against.**

Proposed measures

Having regard to these various issues the following measures are also contemplated:

(1) Special arrangements are proposed **to prevent the smuggling of goods out of the island**;
(2) It is proposed to amend the Import and Exports Control Act No. 9 of 1955 in order that **further measures which are considered to be necessary for the proper administration of import control,** may be implemented.
(3) A comprehensive scheme of **Registration of Importers** will be introduced in order that:
    (a) 'Open-licence imports' are under surveillance;
    (b) Exchange Control formalities are observed;
    (c) Import Quota registration scheme may be based on fuller information relating to change of business, change of agencies, etc.;
    (d) Investigations into the trading activities of Registered importers may be carried out to prevent trafficking in licences.
(4) In order to ensure **a proper distribution of industrial raw materials and other essentials in short supply,** a special licensing scheme directly related to the requirements of 'Actual Users' will be introduced;
(5) The Import Control Department will release **for public information** (from time to time) **full particulars of its licensing programme** – the quantity and value of imports released on licence and the quantity and value of goods cleared from the Customs.
(6) In appropriate cases, the Import Control Department will also **make**

(*Continued on page* 199)

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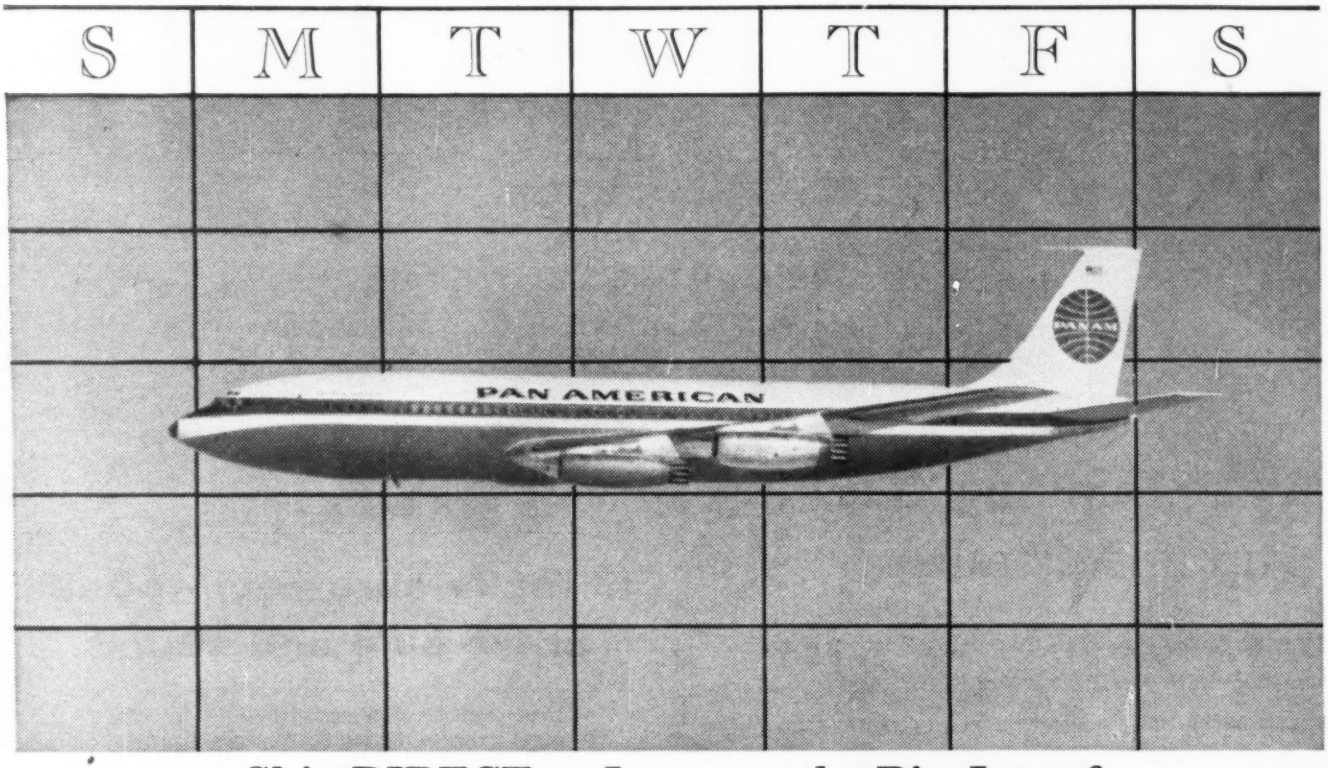

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Ceylon (*Continued*)

available to the public, information relating to the names of importers and the annual import quotas allocated to them.

A new organization is being set up by the Department of the Controller of Imports and Exports to give effect to all these various decisions of the Government. These measures are being carried out in the best interest of the nation and therefore they demand the full co-operation of all persons residing in this country – the general public, the trading community and above all, those officers of the public service who may be in a position to help in the successful implementation of this scheme.

Licensing Procedure

1. A special officer (Assistant Controller – Customs Clearance) has been detailed to assist importers in complying with Import Control formalities. The attention of importers has been requested to paragraph 7 of Trade Notice No. 3.

2. The following licensing procedure will apply to "essential imports in respect" of which importers were requested by Import Control Notice 47/62 to defer shipments:

(a) Licences will be granted for the import of goods of the following description:
(Group F) Newsprint and paper,
(Group I) Spares for motor vehicles,
(Group J) Machinery and equipment and component parts thereof,
(Group K) Building materials,
(Group L) Base metals,
(Group M) Implements and tools and manufactures of iron and steel.

(b) Import licences will be granted against proof of firm commitments (with foreign suppliers) which had been notified to the Control in response to Import Control Notice 47/62. (Details of which were published in the *Board of Trade Journal* of October 26, 1962, page 872).

(c) Applications for import licences should provide the following information (supported by four copies of indents).
1. Description of goods
2. Departmental Group Reference (as indicated in para 2 (a) above)
3. Ceylon Customs Classification – Commodity Code No.
4. Quantity and c.i.f. value (in rupees)
5. Bank through whom payment will be made

(d) A separate application must be made in respect of each 'Group' (specified in para 2 (a) above) and forwarded to the Control, under Registered cover, marked 'Trade Notice No. 5'.

3. Importers have been informed that all imports, other than Quota Allocations, effected after October 10, 1962 (or July 26, 1962, in the case of Textiles) will be set off against related import quotas which may be granted for the year 1963. Such imports will include:

(a) Imports effected against Letters of Credit (Trade Notice No. 1)
(b) Shipments effected against Certificates of Essentiality (Trade Notice No. 1)
(c) 'S. P. Declaration imports' (Trade Notice No. 1)
(d) Imports effected on the basis of 'outstanding orders (para 2 above)
(e) Imports licensed as being essential and urgent (Trade Notice No. 3)

4. Importers have been reminded that:

(a) the licensing scheme for 'Outstanding Orders' outlined in this Notice concluded the licensing programmes for 1962;
(b) About Rs. 300 millions worth of goods will be imported during the first four months of 1963 against pending import licences – this is nearly one third the island's imports under licence control.

5. The special scheme referred to in Trade Notice No. 3 (for licensing goods, the importation of which may be urged on grounds of essentiality and extreme urgency) will continue, until arrangements are finalized for the issue of import licences against 1963 exchange allocations.

Any inquiries about this Notice should be made to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London. S.W.1, (Tel. Trafalgar 8855, Ext. 2798).

FEDERATION OF MALAYA

Budget : Tariff Changes

THE BOARD OF TRADE have been informed by cable that in his Budget speech of November 28, 1962, the Finance Minister of the Federation of Malaya, Mr. Tan Siew Sin, announced the following changes in the Federation's import duties. The changes were to come into operation immediately.

Item No.	Description	Old Rate		New Rate	
		Full	Preferential	Full	Preferential
032015	Fish paste and similar preparations except kelachan	25%	25%	Nil	Nil
099020	Extracts, essences, or concentrates of tea or mate and preparations with a basis thereof	Nil	Nil	12 cts. per lb.	10 cts. per lb.
121000	Tobacco, unmanufactured, including tobacco refuse	$7·60 per lb.	$7·40 per lb.	$8·60 per lb.	$8·40 per lb.
122201	Cigarettes	$10·50 per lb.	$10 per lb.	$11·50 per lb.	$11 per lb.
122304-1	Tobacco, manufactured, not packed for retail sale	$8 per lb.	$8 per lb.	$9 per lb.	$9 per lb.
241200	Wood charcoal, including shell and nut charcoal, including charcoal dust, agglomerated or not	$5 per ton	$5 per ton	$10 per ton	$10 per ton
332101	Motor spirit, refined, other than aviation spirit, including spirit obtained from natural gas and whether or not containing traces of anti-knock products and anti-oxidants	$1·20 per gall.	$1·20 per gall.	$1·30 per gall.	$1·30 per gall.
332102	Aviation spirit, 100 octane and above	$1·20 per gall.	$1·20 per gall.	$1·30 per gall.	$1·30 per gall.
332103	Aviation spirit, other	$1·20 per gall.	$1·20 per gall.	$1·30 per gall.	$1·30 per gall.
332109	Other petroleum spirit, having a flashpoint below 73°F.	$1·20 per gall.	$1·20 per gall.	$1·30 per gall.	$1·30 per gall.
895211	Fountain pens, ball point pens, and propelling pencils, having at least the cap in precious metal	25%	25%	10%	10%
895221	Pen nibs, and nib-points, of precious metal	25%	25%	10%	10%

New Items

Description	Rate of Duty	
	Full	Preferential
Rusks and crispbread burty (*sic*)	5 cts. per lb.	5 cts. per lb.
Sugar not intended for refining in the Federation	$156·80 per ton	$112 per ton
Thymol	50%	50%
White lead in oil and aluminium paste	Nil	Nil
Medicaments for veterinary use	Nil	Nil
Animal and fish glues	25%	25%
Starch glues and prepared glues, n.e.s.	25%	25%
Wood flour	Nil	Nil
Cast iron flooring and wall tiles	$10 per ton	$8 per ton
Certain footwear	$12 per doz. prs.	$7·20 per doz. prs.

CHILE

Amendments to Import List

THE following amendments have been made to Chile's List of Permitted and Prohibited Imports published in the *Board of Trade Journal* of July 7, page 50, and subsequent issues.

Section	Group	Item	Percentage of Tax	Category of Deposit
V	28	Crude oil of vegetable origin for making edible oils	0.1	B
IX	45 & 53	Essential oils	50	B
	46	Under the heading 'Other antibiotics.....' insert: Ampicillin, its salts and compounds in capsules, powders and suspensions		
		Simple medicinal oils	30	A
	49	To the item 'Gums and resins' add: except alkyd resins and non-saturated polyesters	100	B
XI	61	Add new item: Industrial ozonisers, consuming not less than 30 watts per hour		

ECUADOR

Import Control

THE BRITISH Embassy in Quito has reported that the Ecuadorean authorities have placed an additional tax of one per cent c.i.f. *ad valorem*, effective immediately, on all imports.

?

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ARGENTINA

Sales Tax

H.M. EMBASSY at Buenos Aires report that under a recent Argentine decree (No. 11452 of October 29), the general rate of sales tax is changed from 13 per cent. to 10 per cent. with effect from January 1, 1963.

The rate remains at 13 per cent. however for imports of motor vehicles in general, except chassis for trucks, omnibuses and micro-omnibuses, yachts, motor launches and out-board motors; filming machines and apparatus and cinematographic projectors; photographic machines and apparatus; television sets; radiophones and/or 'telecombinados'; air-conditioning apparatus; and sound recorders. Sales in the local market of certain specified items are free of tax or taxed at 3 per cent. or 1½ per cent.

At the same time there will be a change in the basis for the calculation of the sales tax on imported goods and it will be levied on the landed value of the goods, adding the surcharges to the c. and f. value and duties as previously.

BRAZIL

Amendments to Customs Tariff

THE BRAZILIAN Customs Policy Council has made the following amendments to the Brazilian Customs Tariff, with effect from November 23:

Item No. 37-02-001 Films, sensitized, unexposed (blank films).

The rate of duty on cinematograph films of 35 mm. classified under the above sub-item has been reduced from 10 per cent. to 5 per cent. *ad valorem.*

Item 82-01-001 Bill-hooks and scythes.

The above sub-item has been further divided into:

01—'Bill-hooks,' for which the *ad valorem* rate will be 45 per cent., and

02—'Scythes,' for which the *ad valorem* rate will be 60 per cent.

Sub-item 82-01-001, as amended above, will continue to be part of the General Import Category.

PARAGUAY

Payment Terms for Imports

H.M. EMBASSY at Asuncion report that Resolution No 1 of November 14 issued by the Central Bank of Paraguay provides that prior authorization is no longer required for payment terms for imports of up to 180 days after acceptance of documents; this is in place of the previous limit of 90 days. Prior authorization of the Directorate of the Central Bank is still required for payment terms exceeding 180 days.

URUGUAY

Amendment to Import Lists

THE following alteration has been made to the Uruguayan import lists published in the *Board of Trade Journal* on December 16, 23 and 30, 1960:

Sub Group	Commodity	Surcharge	C.i.f. Price
		Per cent.	(Average)
37.105 (88.022)	Non-electric cooking stoves, ovens and parts for same	150	U.S. $1·80 per kilo

UNITED STATES

Shoe Labelling

A NOTICE was published in the *Board of Trade Journal* on October 26, 1962 (page 875), about the issue by the United States Federal Trade Commission of 'Guides for Shoe Content Labelling and Advertising'. The Commission have now announced that foreign made shoes imported after **April 12, 1963,** must be labelled as to content in accordance with the Guides.

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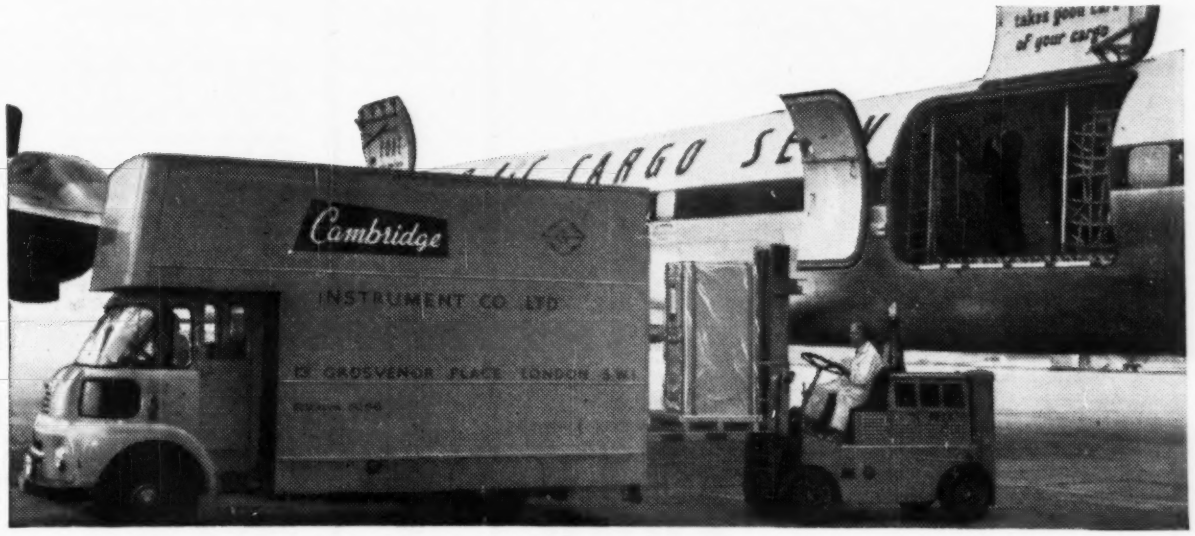

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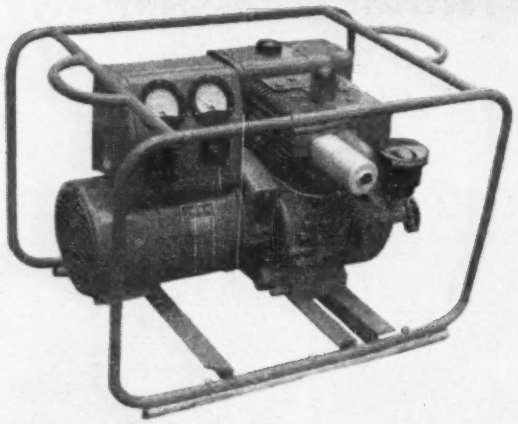

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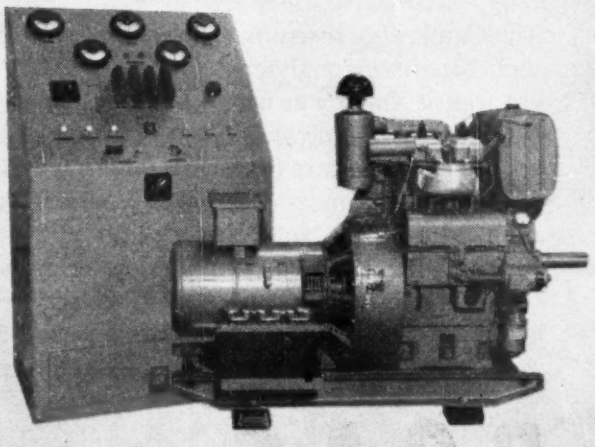

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CANADA

Hosiery Marking Regulations

IT HAS BEEN announced that under Order in Council P.C. 1962 - 1239, the Canadian Regulations respecting the labelling of hosiery have been revised. The full text of the revised Regulations, which are effective as from January 1, 1963, are given below:

Short Title

1. These Regulations may be cited as the *Hosiery Marking Regulations*.

Interpretation

2. In these Regulations
   (a) 'exempted portions' means, in respect of any hosiery, any heel, sole and toe reinforcing or splicing, any looping, seaming, elastic, wrap and embroidery yarns or threads and, in the case of women's full length or knee length hosiery, the welt;
   (b) 'hosiery' includes all types and kinds of circular knit or full-fashioned socks, anklets, sockettes, stockings and goods of a similar nature, but does not include tights or slipper socks;
   (c) 'material content' means, in respect of any hosiery, the fibre yarn, thread, strand or fabric of that hosiery; and
   (d) 'textile fibre' means any animal, mineral or vegetable fibre whether natural, manufactured or otherwise processed.
3. Hosiery is hereby designated for the purpose of these Regulations.

Hosiery Marking

4. No person shall, by words, illustrations or otherwise mark, label or describe in advertising any hosiery for the purpose of indicating the material content or quality of that hosiery unless the hosiery is marked, labelled or described in advertising for such purpose in the form and manner prescribed by these Regulations.

5. No hosiery shall be marked, labelled or described in advertising in a form or manner that conveys any false or misleading information as to the material content or quality of that hosiery.

6. Where the material content or the quality of any hosiery is marked thereon, it shall be marked on at least one member of each pair and the material content or the quality of the other member of the pair shall correspond in every respect with the member so marked.

7. Where the stitch density of hosiery is described in a mark, label or advertisement to indicate the quality of that hosiery
   (a) the expression 'gauge' shall be applied only to full-fashioned hosiery and the gauge designation applied to such hosiery shall accurately represent the total number of stitches in one and one-half inches of the transverse width of that hosiery; and
   (b) the expression 'needles' shall be applied only to seamless hosiery and the needles designation applied to such hosiery shall correctly represent the total number of stitches in the circumference of that hosiery.

8. (1) Where the material content of any hosiery, exclusive of exempted portions, consists wholly of one textile fibre, any mark, label or advertisement purporting to describe the material content of that hosiery shall accurately designate that textile fibre.

(2) For the purpose of this section, hosiery having a material content, exclusive of exempted portions, consisting of 95 per cent. by weight of wool is deemed to consist wholly of the textile fibre wool.

9. Where the material content of any hosiery, exclusive of exempted portions, consists of more than one textile fibre, any mark, label or advertisement purporting to describe the material content of that hosiery
   (a) shall accurately designate each constituent textile fibre that represents five per cent. or more than five per cent. by weight of the material content of that hosiery, exclusive of exempted portions;
   (b) shall designate those constituent textile fibres in order of predominance by weight commencing with the textile fibre having the greatest weight; and
   (c) shall not designate a constituent textile fibre that represents less than five per cent. by weight of the material content of that hosiery unless that textile fibre may be described under section 12.

10. For the purpose of calculting the percentage by weight of any textile fibre forming part of the material content of any hosiery,
   (a) exempted portions shall be excluded from the calculation of the weight of the hosiery; and
   (b) hosiery of the size prescribed in the Schedule opposite the style of that hosiery shall be used as the basis for the calculation.

11. No word that suggests that any hosiery has a particular material content shall be applied to that hosiery in any mark, label or advertisement unless that word is immediately preceded or followed by an accurate description of the material content of that hosiery.

12. (1) The material content of exempted portions of any hosiery shall not be described in any mark, label or advertisement except
   (a) in conjunction with a description of the material content of other portions of the hosiery; or
   (b) in the case of the addition of a textile fibre to hosiery solely for the purpose of reinforcing the heel and toe of the hosiery, by means of the statement 'heel and toe reinforced with' followed by the name of the reinforcing textile fibre.

(2) The statement referred to in paragraph (b) of subsection (1) may be applied to hosiery without any other description of the material content of that hosiery.

(3) A reference to the heel and toe reinforcement of any hosiery that does not name the reinforcing textile fibre may be made in a mark, label or advertisement.

13. Where hosiery other than first quality or standard hosiery is marked, labelled or described in advertising to indicate the material content of the hosiery, words stating that the hosiery is other than first quality or standard hosiery shall be placed close to the description of the material content of the hosiery in the mark, label or advertisement.

14. (1) Each description, designation and statement authorized or required by these Regulations in respect of any hosiery shall, where applied to that hosiery in any mark, label or advertisement, be applied in letters, words and numbers that are equal in size and prominence of type.

(2) Each description, designation and statement as to the material content of exempted portions of any hosiery shall, where applied to that hosiery in any mark, label or advertisement, be applied in letters, words and numbers that are
   (a) equal in size, colour and prominence of type; and
   (b) not larger in size than the letters, words and numbers contained in any description, designation or statement as to the material content of other portions of the hosiery contained in that mark, label or advertisement.

(3) This section does not apply in respect of any advertisement that is not in writing.

SCHEDULE

Style of Hosiery	*Prescribed Size*
Women's hosiery	10
Misses' hosiery	9
Men's hosiery	11
Boys' half hose and anklets	9
Boys' golf hosiery	9
Children's hosiery	8
Infants' hosiery	5

Tariff Classification

THE following ruling has been made recently for Customs purposes.

Operating control gear and parts, when imported on tractors or for mounting on or for incorporation into tractors, are classifiable under tariff item 409 m (1). When imported on tractor-mounted machines and tools, or for incorporating into such machines and tools, the gear and parts thereof are classifiable under tariff item 409f or item 427m, as applicable. Previous rulings to the contrary are hereby cancelled.

The above information is contained in Canadian Department of National Revenue Memorandum Series D50-20, dated November 20, 1962.

'Made in Canada' Rulings

THE following rulings have been made for Customs purposes:

Of 'a class or kind made in Canada':

General Purpose Vendors which vend food or other merchandise from compartments by visual selection, including refrigerated or heated models.

Cigarette Vendors.

(Ruling effective December 17, 1962).

NOTE: The references to cigarette vending machines as contained in memoranda D51-12 and D51-12-1 are superseded.

The above information is contained in Canadian Department of National Revenue Memorandum, Series D51-12-2, dated November 23, 1962.

Australian Automotive Parts Industry

A study of the structure of the Australian automotive parts industry and its prospects for future growth, including an indication of the major gaps in present local production, has been published by the Australian Department of Trade. Copies free from the Trade Office, Australia House, Strand, London, W.C.2.

Gaps in Australian Industry

'Major Gaps in Australian Industry', prepared by the Australian Manufacturing Industries Advisory Council, deals with the gaps in the Australian industrial structure and provides factual information as a basis for investigation by investors. Copies free from the Trade Office, Australia House, Strand, London, W.C.2.

MISCELLANEOUS ADVERTISEMENTS

5/- per line, minimum 25/- payable in advance

Orders for advertisements in this section should be addressed to H.M. Stationery Office, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for re-mould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of runners and regrooved tyres and new re-moulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

MAGNIFICENT CHRISTMAS CARDS. Profit to refugees. 6s. per dozen. Also beautifully hand-made cards from Jerusalem. They have real flowers from Holy Land, 1s. each. All post free. War on Want, 9 Madeley Road, London, W.5.

WELL CONNECTED AND INTERNATIONALLY well-known West German firm wishes to represent British firms dealing with German Government Services Departments. Write Box S.5532, *Board of Trade Journal*, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1.

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EXPANDING LONDON EXPORTERS with energy and drive seek manufacturers requiring representation. All lines considered. Packing facilities and prompt cash available. Box S.5550. *Board of Trade Journal*, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1.

CUSTOMS NOTICES OF INTEREST TO EXPORTERS

THE FOLLOWING Public Notices issued by H.M. Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, H.M. Customs and Excise, King's Beam House, Mark Lane, London E.C.3.

GENERAL

Notice No.	
106	Temporary exportations of samples by British commercial travellers.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Re-imported goods; relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
427	Declaration of value on Customs export documents.
77E	Purchase Tax – Exports.
49	Temporary importations: International Co-operation.
215	Relief from Customs Duty and Purchase Tax on importation of goods intended for export which are not otherwise eligible for relief.
S.N.6	Notice to Passengers (Exchange Control and Export Licensing). *Notices to Exporters – Exchange Control (issued by H.M. Treasury).

DRAWBACK

218	Drawback on certain imported goods exported without change of state.
219	Drawback on certain exported goods manufactured from imported materials on which duty has been paid.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
†7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
†276	Drawback on roasted coffee, roasted chicory or mixtures of roasted coffee and roasted chicory.
172	Drawback on hydrocarbon oils.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
†56	Drawback on British manufactured saccharin and saccharin goods.
220	Drawback on silk and man-made fibres.
†48	Drawback on sugar, and on composite articles containing sugar, cocoa, etc.
†130 & †130A	Sugar Act, 1956. Surcharge repayment on sugar and molasses. (These Notices should be read in conjunction with Notice No. 48.)
†131	Sugar Act, 1956. Composite goods containing sugar or molasses. Procedure following a change in rate of surcharge, etc., under the Act.
†212	Drawback on blended tea.

* Also obtainable from any Bank.

† The Finance Act, 1962, provides for the making of a Treasury Order affecting drawback of the duty on goods described in this Notice. Exporters concerned with these goods are accordingly advised to consult their local Officer of Customs and Excise as necessary.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for companies seeking export business can often be obtained for suitable news items through the Central Office of Information, which collects material from industry for distribution overseas through the Government Information Services. C.O.I. is interested in Press and magazine material, films and tape recordings for radio stations. Contact should be made with the appropriate Regional Office at the addresses given below:

NORTHERN: Mr. J. White Shand, Prudhoe House, Prudhoe Street, Newcastle-upon-Tyne. 1. (Newcastle 28543.)

EAST & WEST RIDINGS: Mr. T. J. Hunt, 42 Eastgate, Leeds, 2. (Leeds 30474 – Telex 55119.)

NORTH MIDLAND: Mr. D. de M. Guilfoyle, Sherwood Buildings, South Sherwood Street, Nottingham. (Nottingham 46221.)

EASTERN: Mr. P. L. K. Schwabe, Block D, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58951.)

LONDON & SOUTH EASTERN: Mr. M. F. Hackett, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8.)

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122.)

SOUTH WESTERN: Mr. W. J. D. Irving, 30 Tyndalls Park Road, Bristol, 8 (Bristol 37026/7.)

MIDLAND: Mr. R. Dean, Windsor House, Temple Row, Birmingham, 2. (Central 7234/9 – Telex 33376.)

NORTH WESTERN: Mr. G. Mould, Coronation House, 1 New Brown Street, Manchester, 4. (Blackfriars 2286 – Telex 66199.)

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Edinburgh Waverley 2501.)

ULSTER OFFICE: Director of Information, Government Information Service, Stormont, Belfast. (Belfast 63210.)

WELSH OFFICE: Mr. Idris Evans, 42 Park Place, Cardiff. (Cardiff 30441 – Telex 49327.)

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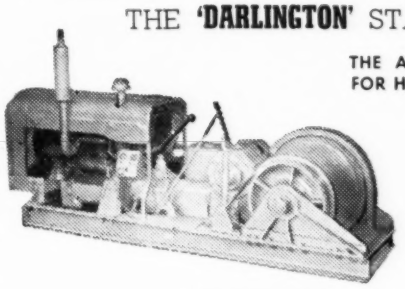

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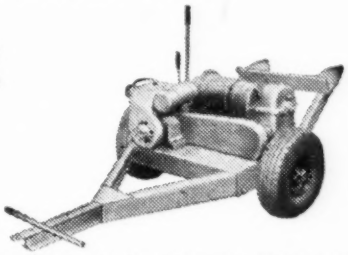

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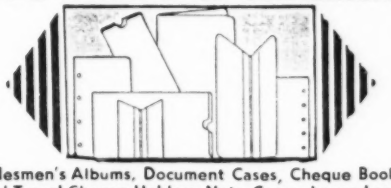

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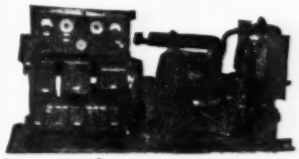

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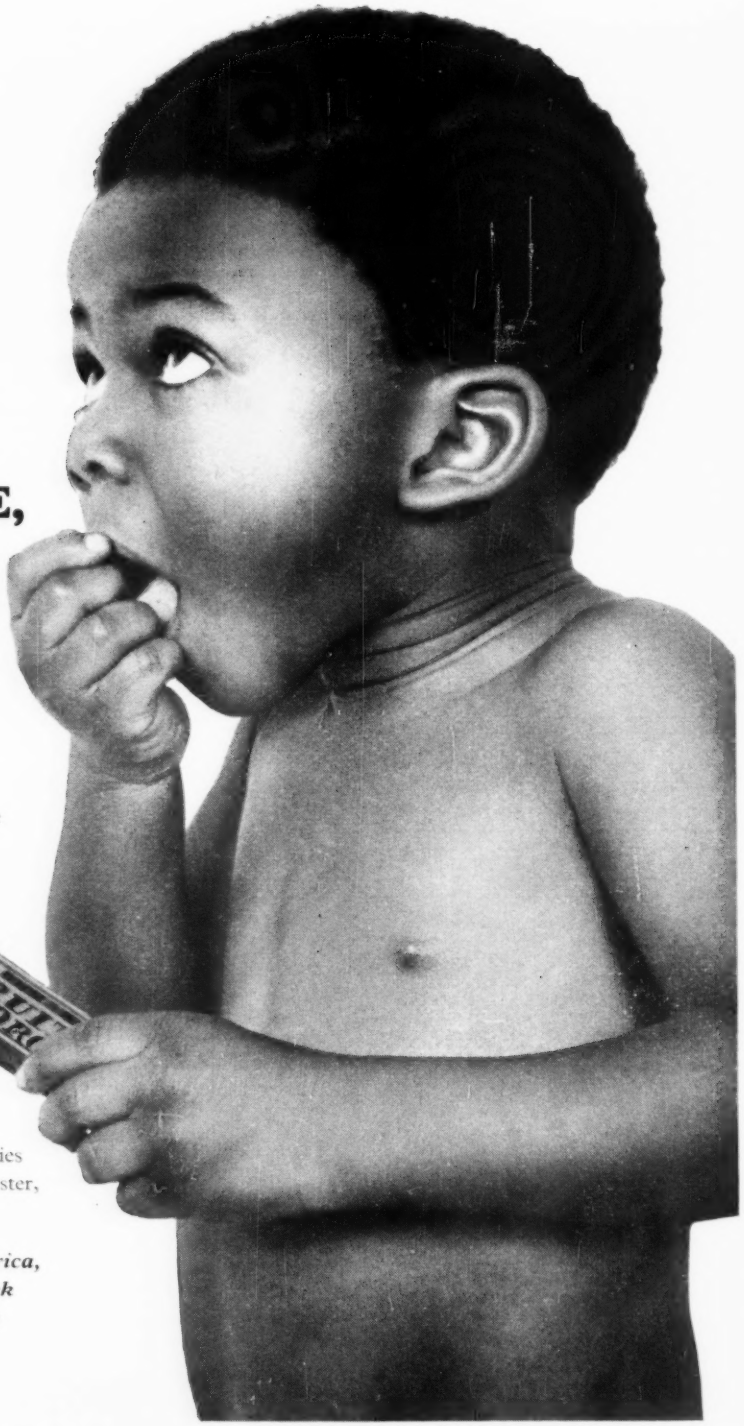

We're all watching you, Joseph. For you are young Africa—you and a few million others of your age who will one day help to carry the cares of your community. When that time comes many things, no doubt, will have changed. But not Barclays D.C.O. We shall be there, constant and strong as ever. Helping to stimulate trade, to develop new markets and to encourage consumer demand. Helping the British exporter to find those markets and to satisfy that demand. Helping, at the same time, to bring progress to the D.C.O. territories throughout the world a little sooner, a little faster, than might otherwise have been possible.

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